

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	Apr 2018	Apr 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	35	39	-10.3%	35	39	-10.3%
New Listing Volume	\$13,354,000	\$13,162,850	+1.5%	\$13,354,000	\$13,162,850	+1.5%
Active Listing Count	40	53	-24.5%	40	53	-24.5%
Active Listing Volume	\$17,351,355	\$22,099,744	-21.5%	\$17,351,355	\$22,099,744	-21.5%
Average Listing Price	\$433,784	\$416,976	+4%	\$433,784	\$416,976	+4%
Median Listing Price	\$329,000	\$359,900	-8.6%	\$329,000	\$359,900	-8.6%
Median Daysin RPR	22.5	52	-56.7%	22.5	52	-56.7%
Months of Inventory	_	_	-	1.5	2.7	-41.9%
Absorption Rate	_	_	+-	65%	37.74%	+27.3%
Sales Activity Charts Metrics						
New Pending Sales Count	26	31	-16.1%	26	31	-16.1%
New Pending Sales Volume	\$8,064,000	\$8,704,200	-7.4%	\$8,064,000	\$8,704,200	-7.4%
Pending Sales Count	41	45	-8.9%	41	45	-8.9%
Pending Sales Volume	\$12,433,700	\$12,189,700	+2%	\$12,433,700	\$12,189,700	+2%
Cloæd Sales Count	17	26	-34.6%	17	26	-34.6%
Cloæd Sales Volume	\$5,205,780	\$9,593,900	-45.7%	\$5,205,780	\$9,593,900	-45.7%
Average Sales Price	\$306,222	\$368,996	-17%	\$306,222	\$368,996	-17%
Median Sales Price	\$277,000	\$347,450	-20.3%	\$277,000	\$347,450	-20.3%







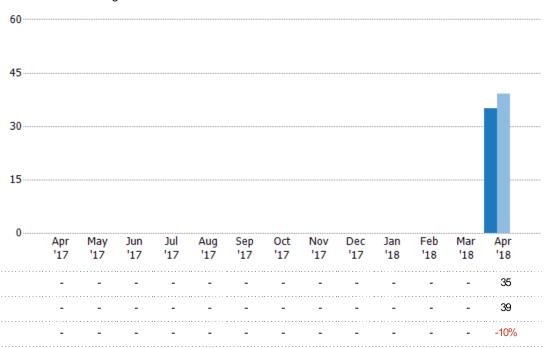
New Listings

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Wnooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408

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



New Listing Volume

Percent Change from Prior Year

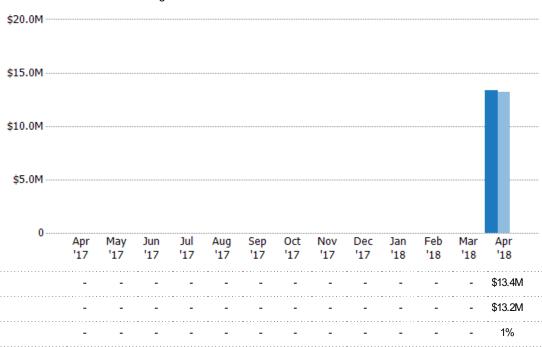
The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used

Current Year

Prior Year

ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence





Current Year

Percent Change from Prior Year





Active Listings

Family Residence

Current Year

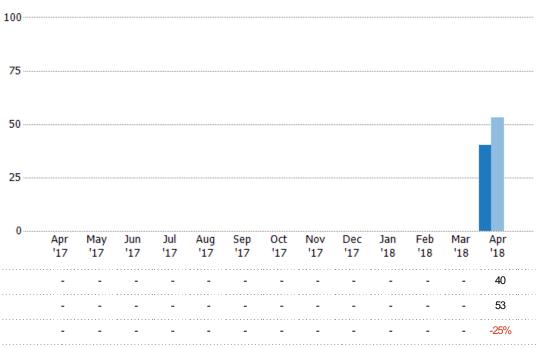
Prior Year

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408

Property Type:
Condo/Townhouse/Apt, Single



Active Listing Volume

Percent Change from Prior Year

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

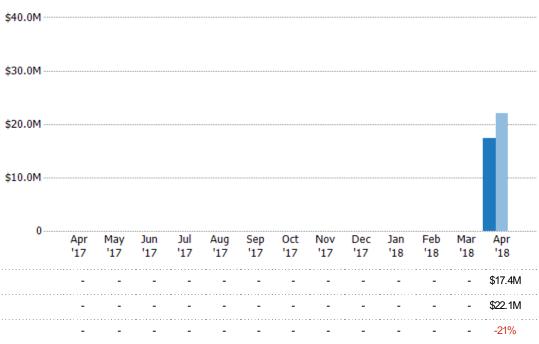
Filters Used
ZIP: Burlington, VT 05401,

Current Year

Prior Year

Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Percent Change from Prior Year







Apr '18

\$434K

\$417K

4%



Market Data Report

Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Current Year	_	-	-	-	-	-	-	-	-	-	-	-
	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Ma '18
	\$125K											
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$250K											
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408	\$375K											
Filters Used	\$300K											
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Median Listing Price

Percent Change from Prior Year

Prior Year

The median listing price of active single-family, condominium and townhome listings at the end of each month.

\$400K

Filters Used	
ZIP: Burlington, VT 05401, Burlington, VT 05402, Wnooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408	\$300K
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K
	\$100K

	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$329K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$360K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-9%





Apr

'18

\$314K

\$434K

138%

'18



Market Data Report

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	\$500K							
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408	\$375K							
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$250K							
	\$125K							
	0							
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17
Avg Est Value	_		_					

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.

\$400K

Filters Used
ZIP: Burlington, VT 05401, Burlington, VT 05402, Wnooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408
Property Type: Condo/Townhouse/Apt, Single Family Residence

Med Listing Price as a % of Med Est Value

Avg Listing Price as a % of Avg Est Value

Avg Listing Price

)K	 										
)K	 										
_		Jul	Aug	Sep	Oct	Nov	Dec	Jan	reb	Mar	A
_		Jul '17	Aug '17	Sep '17	0ct '17	'17	'17	'18	'18	Mar '18	A ':
Apr		Jul '17	Aug '17	Sep '17	0ct '17	'17	'17	'18	'18	Маг '18	

Dec

'17

'18



Median Est Value

Median Listing Price



52



Market Data Report

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.

Current Year													22.
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Αļ '1
	0												
Property Type: Condo/Townhouse/Apt, Single Family Residence	30												
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408	45												
Filters Used	60												

Months of Inventory

Filters I lead

Percent Change from Prior Year

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

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ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

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5.00	
3.75	
2.50	
1.25	

	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	2.11
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4.08
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-48%





Absorption Rate

The percentage of inventory sold per month.

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\Box	11015	Used

ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence

45%	 										
30%	 										
15%	 										
15%											
0											
0				Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Αι
 0		Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Ај '1
 0		Jul '17		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

50

Filters Used

Current Year
Prior Year

Change from Prior Year

ZIP: Burlington, VT 05401, Burlington, VT 05402, Wnooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence

25												
3												
.5												
0 Apr	May	Jun	Jul		Sep	0ct	Nov	Dec	Jan	Feb	Mar	
0 Apr	May	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb	Mar	Ar
0 Apr	May	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb	Mar	<i>A</i>



Active Pending

Sold



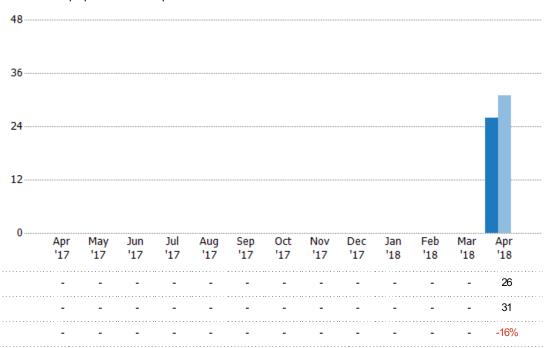


New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.



ZIP: Burlington, VT 05401, Burlington, VT 05402, Wnooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence



New Pending Sales Volume

Percent Change from Prior Year

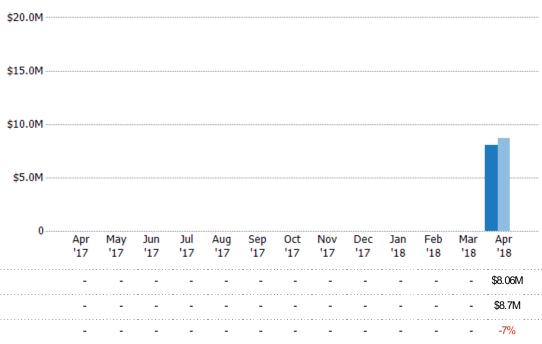
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used

Current Year

Prior Year

ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence





Current Year

Percent Change from Prior Year





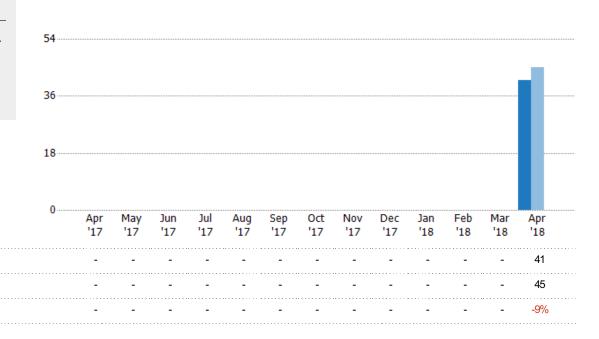
Burlington

Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.



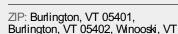
ZIP: Burlington, VT 05401, Burlington, VT 05402, Wnooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence



Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.



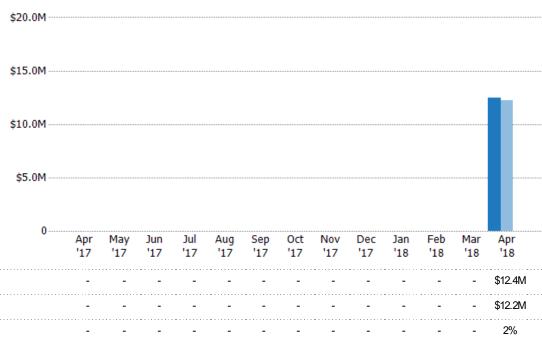
Filters Used

Current Year

Prior Year

05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year





Current Year

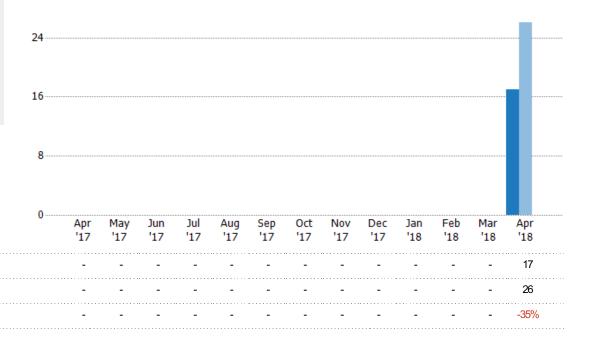


Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

Filters Used

ZIP: Burlington, VT 05401, Burlington, VT 05402, Wnooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence



Closed Sales Volume

Percent Change from Prior Year

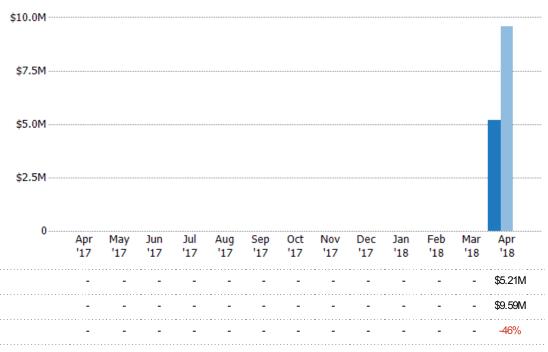
The sum of the sales price of single-family, condominium and townhome properties sold each month.



Current Year

Prior Year

ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence





Current Year

Percent Change from Prior Year



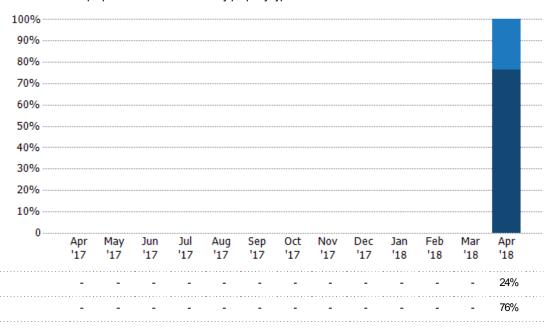


Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used

ZIP: Burlington, VT 05401, Burlington, VT 05402, Wnooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence



Average Sales Price

Single Family Residence

Condo/Townhouse

The average sales price of the single-family, condominium and townhome properties sold each month.

\$100K

Filter	s Used
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ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$400K
\$300K
\$200K

	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$306K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$369K
Percent Change from Prior Year	-	-	- -	-		-	-	-	-	-	-	-	-17%







Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

Filters Used
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408
Property Type: Condo/Townhouse/Apt, Single Family Residence

\$400K												
\$300K												
\$200K												
\$100K												
Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18

	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$277K
Prior Year	-	-	-	-	-	-	_	_	-	-	-	-	\$347K
Percent Change from Prior Year	-	-	-				-	-	=		-	-	-20%

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: Burlington, VT 05401, Burlington, VT 05402, Wnooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$400K		 	 						
\$300K		 	 						
\$200K		 	 						
\$100K		 	 						
•	May '17	Jul '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Apr '18

	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$312K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$306K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	98%



\$277K

101%



Market Data Report

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: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408

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

225K	 	 	 	 	 	
150K	 	 	 	 	 	
\$75K	 	 	 	 	 	
0				 		
•				 		

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

Median List Price

Median Sales Price

ZIP: Burlington, VT 05401, Burlington, VT 05402, Wnooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

70IC											
H 1											
0		 									
_		 	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	A '1
0 Apr	May	 	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	A '1
0 Apr	May	 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	A '1



Avg Est Value

Avg Sales Price





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.

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Γ	11612	

Median Est Value

Median Sales Price

ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence

Med Sales Price as a % of Med Est Value

.50K										
\$75K										
0	 									
0 Apr '17		Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Δ ':
Apr		Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	



