

## 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	Jan 2019	Jan 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	20	11	+81.8%	333	345	-3.5%
New Listing Volume	\$7,053,300	\$3,201,600	+120.3%	\$120,980,855	\$114,380,598	+5.8%
Active Listing Count	37	40	-7.5%	N/A	N/A	
Active Listing Volume	\$16,617,800	\$15,908,000	+4.5%	N/A	N/A	
Average Listing Price	\$449,130	\$397,700	+12.9%	\$452,706	\$393,089	+15.2%
Median Listing Price	\$319,000	\$319,900	-0.3%	\$342,791	\$318,919	+7.5%
Median Days in RPR	85	102	-16.7%	70.36	68.38	+2.9%
Months of Inventory	1.5	1.7	-7.5%	3.1	3.6	-15.2%
Absorption Rate	64.86%	60%	+4.9%	32.43%	27.5%	+4.9%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	19	12	+58.3%	308	321	-4%
New Pending Sales Volume	\$7,581,700	\$4,263,500	+77.8%	\$105,512,055	\$107,089,598	-1.5%
Pending Sales Count	30	19	+57.9%	N/A	N/A	
Pending Sales Volume	\$11,170,700	\$6,424,600	+73.9%	N/A	N/A	
Closed Sales Count	19	12	+58.3%	267	291	-8.2%
Closed Sales Volume	\$6,233,492	\$3,388,365	+84%	\$88,257,845	\$95,888,805	-8%
Average Sales Price	\$328,079	\$282,364	+16.2%	\$330,554	\$329,515	+0.3%
Median Sales Price	\$298,675	\$268,500	+11.2%	\$295,052	\$274,605	+7.4%

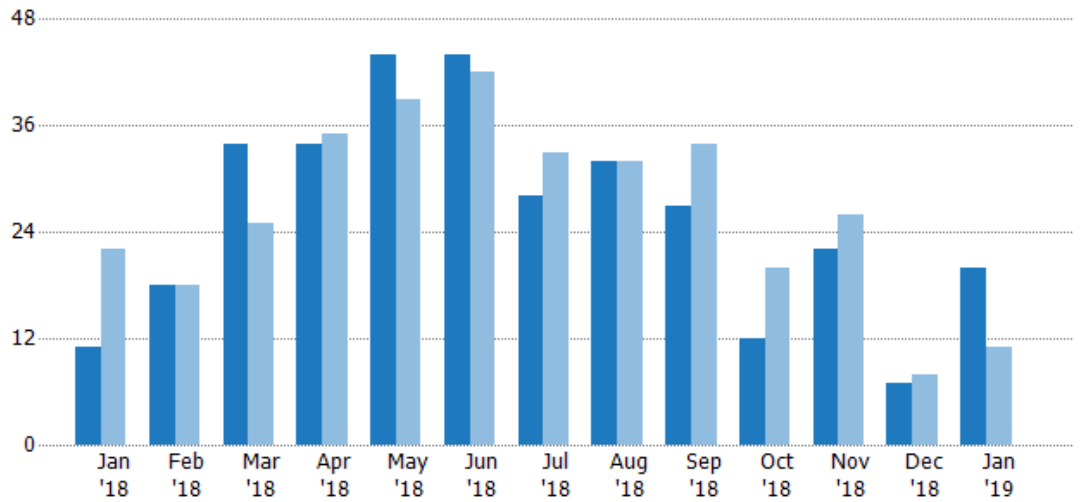
## New Listings

The number of new residential listings that were added 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

Month/ Year	Count	% Chg.
Jan '19	20	81.8%
Jan '18	11	-50%
Jan '17	22	-50%



Current Year	11	18	34	34	44	44	28	32	27	12	22	7	20
Prior Year	22	18	25	35	39	42	33	32	34	20	26	8	11
Percent Change from Prior Year	-50%	0%	36%	-3%	13%	5%	-15%	0%	-21%	-40%	-15%	-13%	82%

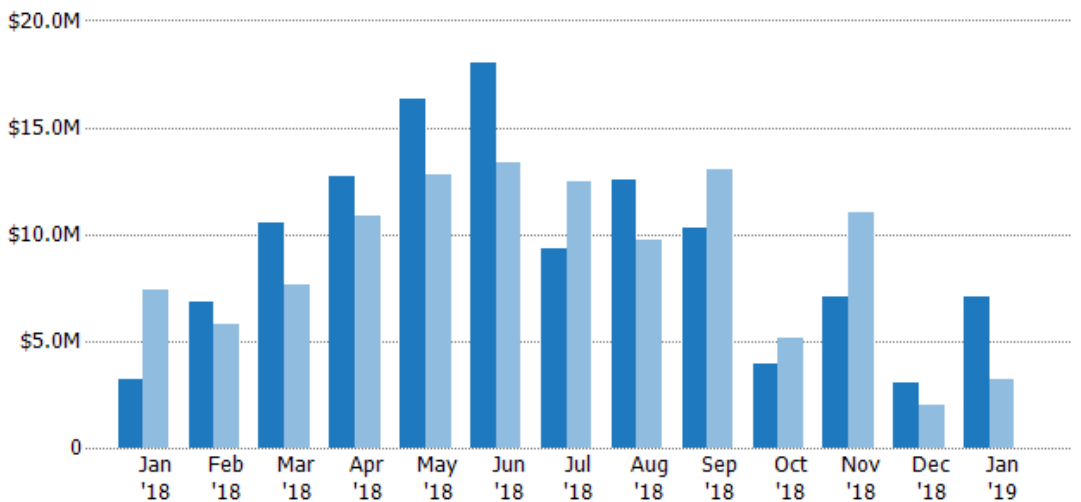
## New Listing Volume

The sum of the listing price of residential listings that were added 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

Month/ Year	Volume	% Chg.
Jan '19	\$7.05M	120.3%
Jan '18	\$3.2M	-56.8%
Jan '17	\$7.4M	-66.2%



Current Year	\$3.2M	\$6.87M	\$10.5M	\$12.7M	\$16.3M	\$18M	\$9.36M	\$12.6M	\$10.3M	\$3.92M	\$7.03M	\$3.02M	\$7.05M
Prior Year	\$7.4M	\$5.77M	\$7.6M	\$10.9M	\$12.8M	\$13.4M	\$12.5M	\$9.72M	\$13M	\$5.13M	\$11.1M	\$1.97M	\$3.2M
Percent Change from Prior Year	-57%	19%	38%	17%	28%	35%	-25%	29%	-21%	-24%	-36%	53%	120%

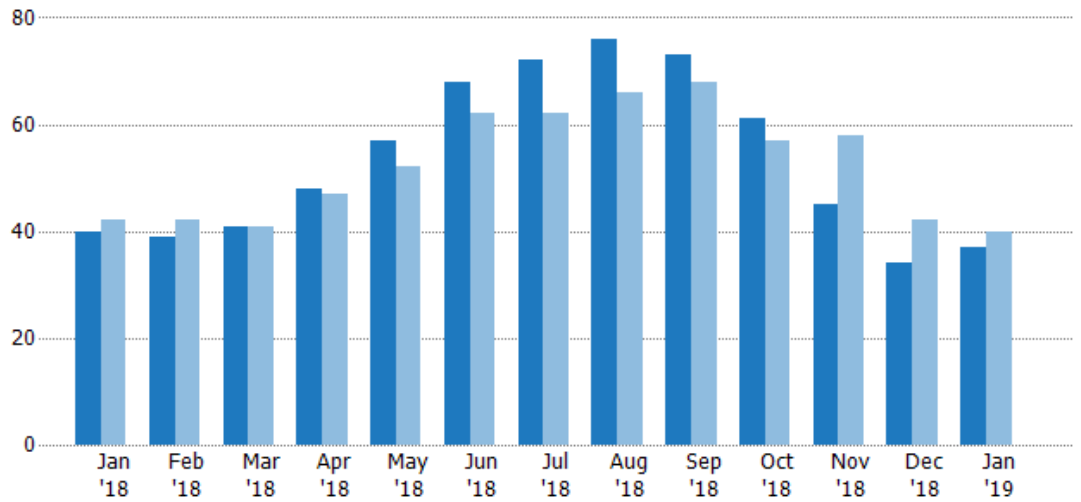
## Active Listings

The number of active residential 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  
Family Residence

Month/ Year	Count	% Chg.
Jan '19	37	-7.5%
Jan '18	40	-4.8%
Jan '17	42	21.4%



Current Year	40	39	41	48	57	68	72	76	73	61	45	34	37
Prior Year	42	42	41	47	52	62	62	66	68	57	58	42	40
Percent Change from Prior Year	-5%	-7%	0%	2%	10%	10%	16%	15%	7%	7%	-22%	-19%	-8%

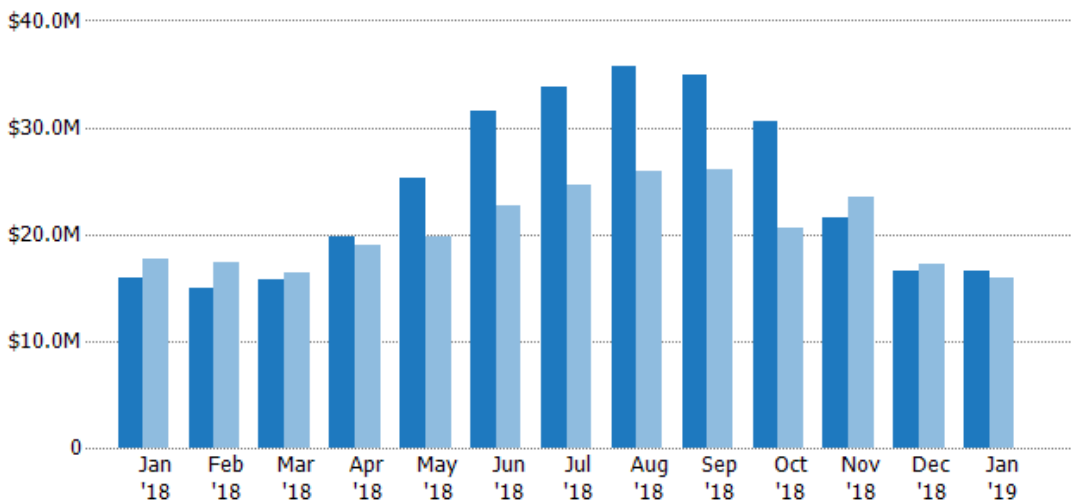
## Active Listing Volume

The sum of the listing price of active residential 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  
Family Residence

Month/ Year	Volume	% Chg.
Jan '19	\$16.6M	4.5%
Jan '18	\$15.9M	-10.2%
Jan '17	\$17.7M	-5.8%



Current Year	\$15.9M	\$14.9M	\$15.8M	\$19.8M	\$25.3M	\$31.5M	\$33.7M	\$35.8M	\$34.9M	\$30.5M	\$21.6M	\$16.5M	\$16.6M
Prior Year	\$17.7M	\$17.4M	\$16.5M	\$19M	\$19.7M	\$22.6M	\$24.7M	\$25.9M	\$26.1M	\$20.6M	\$23.5M	\$17.2M	\$15.9M
Percent Change from Prior Year	-10%	-14%	-4%	4%	28%	40%	37%	38%	34%	48%	-8%	-4%	4%

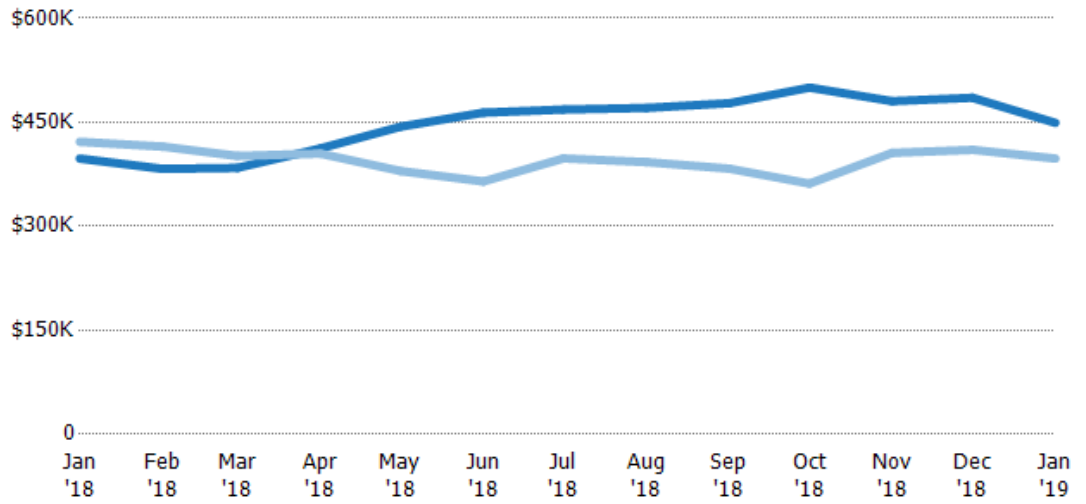
## Average Listing Price

The average listing price of active residential 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  
Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$449K	12.9%
Jan '18	\$398K	-5.7%
Jan '17	\$422K	-22.4%



Current Year	\$398K	\$383K	\$384K	\$412K	\$444K	\$464K	\$468K	\$471K	\$478K	\$500K	\$480K	\$485K	\$449K
Prior Year	\$422K	\$415K	\$401K	\$405K	\$380K	\$365K	\$398K	\$393K	\$383K	\$362K	\$406K	\$410K	\$398K
Percent Change from Prior Year	-6%	-8%	-4%	2%	17%	27%	18%	20%	25%	38%	18%	18%	13%

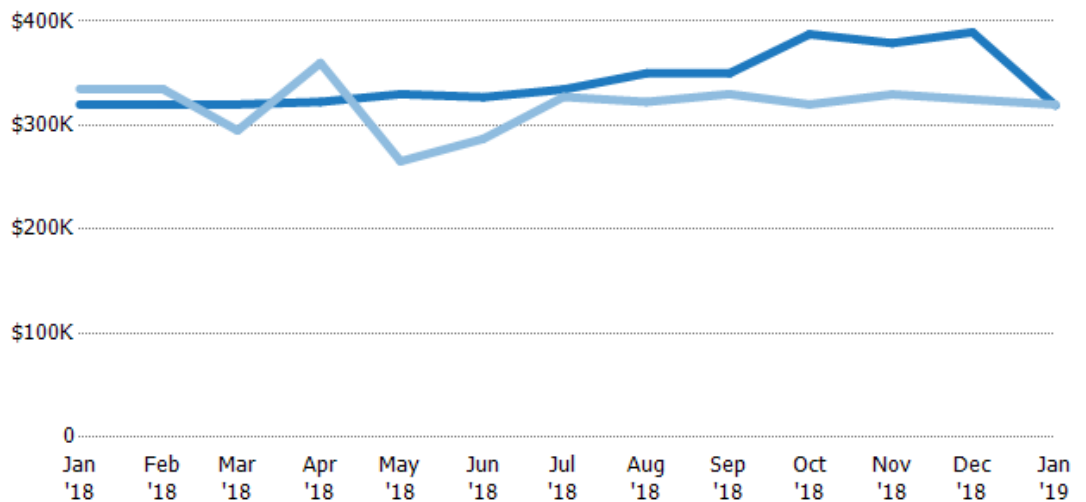
## Median Listing Price

The median listing price of active residential 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  
Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$319K	-0.3%
Jan '18	\$320K	-4.5%
Jan '17	\$335K	-13.7%



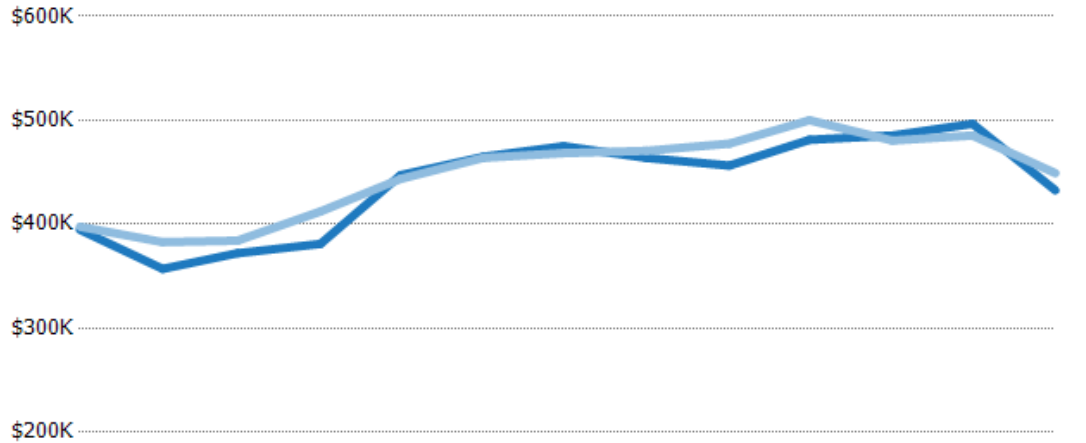
Current Year	\$320K	\$320K	\$320K	\$323K	\$330K	\$327K	\$334K	\$350K	\$350K	\$388K	\$379K	\$389K	\$319K
Prior Year	\$335K	\$335K	\$295K	\$360K	\$265K	\$287K	\$327K	\$323K	\$330K	\$320K	\$330K	\$325K	\$320K
Percent Change from Prior Year	-4%	-4%	8%	-10%	24%	14%	2%	9%	6%	21%	15%	20%	0%

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



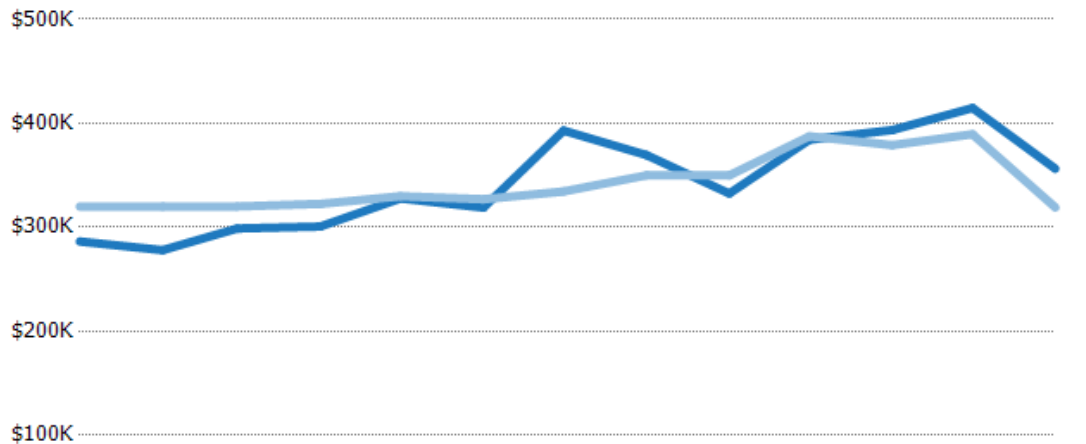
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Avg Est Value	\$395K	\$357K	\$372K	\$381K	\$447K	\$465K	\$475K	\$464K	\$456K	\$481K	\$485K	\$497K	\$433K
Avg Listing Price	\$398K	\$383K	\$384K	\$412K	\$444K	\$464K	\$468K	\$471K	\$478K	\$500K	\$480K	\$485K	\$449K
Avg Listing Price as a % of Avg Est Value	101%	107%	103%	108%	99%	100%	99%	101%	105%	104%	99%	98%	104%

## 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: Burlington, VT 05401,  
Burlington, VT 05402, Winooski, VT  
05404, Burlington, VT 05406,  
Burlington, VT 05408  
Property Type:  
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Family Residence



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Median Est Value	\$286K	\$278K	\$299K	\$301K	\$328K	\$319K	\$393K	\$369K	\$332K	\$384K	\$393K	\$415K	\$356K
Median Listing Price	\$320K	\$320K	\$320K	\$323K	\$330K	\$327K	\$334K	\$350K	\$350K	\$388K	\$379K	\$389K	\$319K
Med Listing Price as a % of Med Est Value	112%	115%	107%	107%	101%	103%	85%	95%	105%	101%	96%	94%	90%

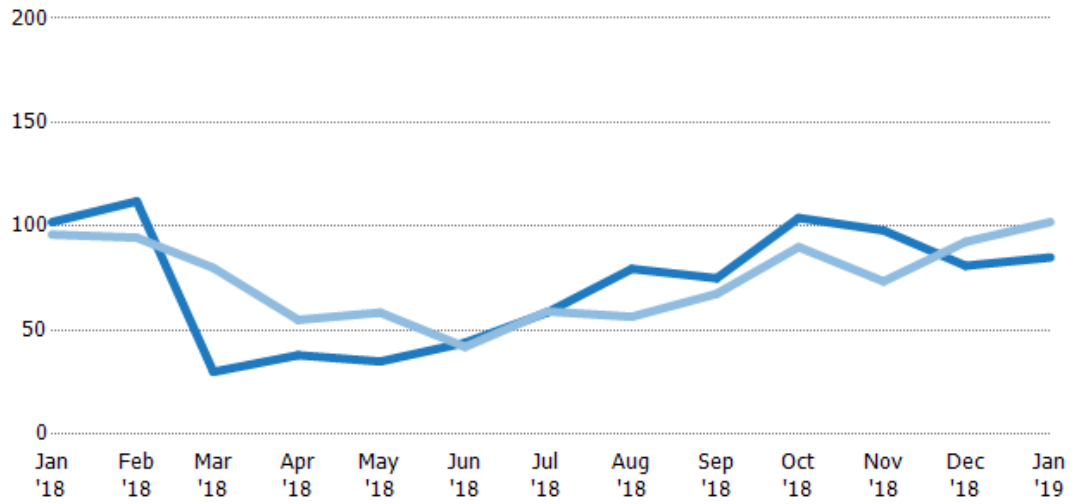
## Median Days in RPR

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: Burlington, VT 05401,  
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05404, Burlington, VT 05406,  
Burlington, VT 05408  
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Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Days	% Chg.
Jan '19	85	-16.7%
Jan '18	102	6.3%
Jan '17	96	47.9%



Current Year	102	112	30	38	35	44	58.5	79.5	75	104	98	81	85
Prior Year	96	94.5	80	55	58.5	42	59	56.5	67.5	90	73.5	92.5	102
Percent Change from Prior Year	6%	19%	-63%	-31%	-40%	5%	-1%	41%	11%	16%	33%	-12%	-17%

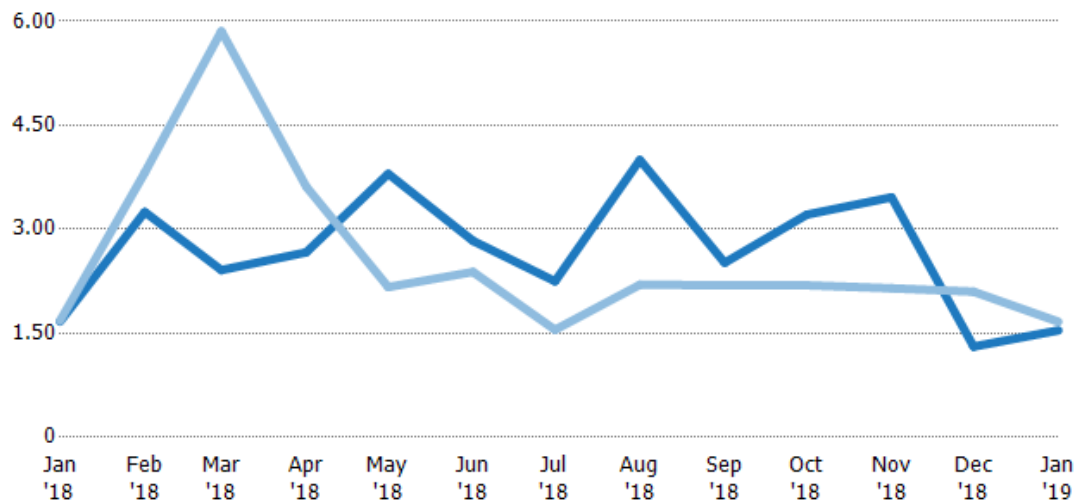
## Months of Inventory

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

### 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

Month/ Year	Months	% Chg.
Jan '19	1.54	-7.5%
Jan '18	1.67	-0.8%
Jan '17	1.68	51.8%



Current Year	1.67	3.25	2.41	2.67	3.8	2.83	2.25	4	2.52	3.21	3.46	1.31	1.54
Prior Year	1.68	3.82	5.86	3.62	2.17	2.38	1.55	2.2	2.19	2.19	2.15	2.1	1.67
Percent Change from Prior Year	-1%	-15%	-59%	-26%	75%	19%	45%	82%	15%	46%	61%	-38%	-8%

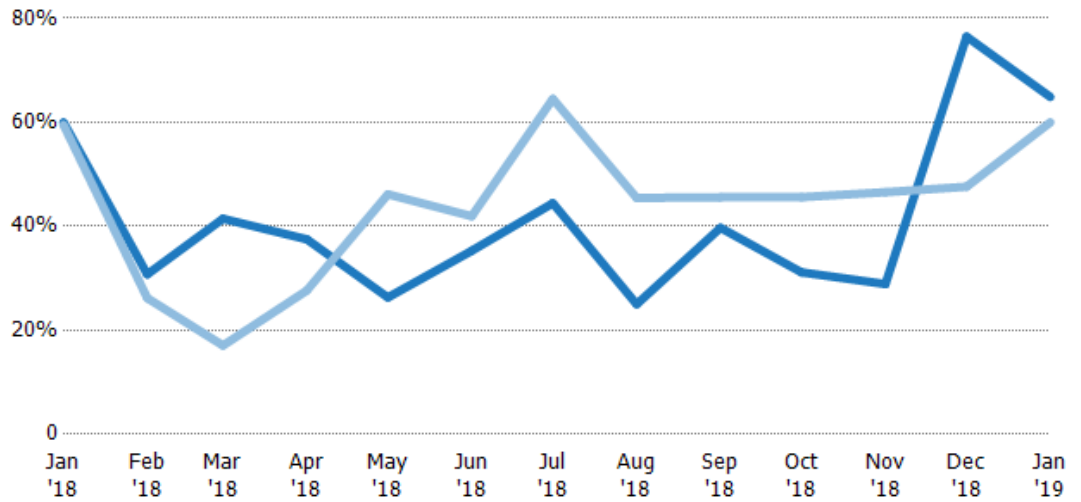
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
Jan '19	65%	-4.9%
Jan '18	60%	-0.5%
Jan '17	60%	-34.1%



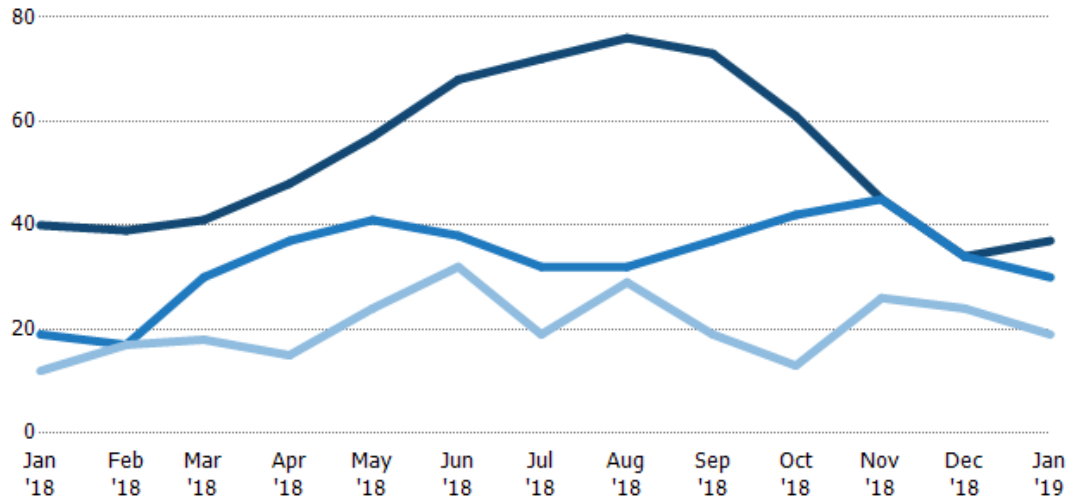
Current Year	60%	31%	41%	38%	26%	35%	44%	25%	40%	31%	29%	76%	65%
Prior Year	60%	26%	17%	28%	46%	42%	65%	45%	46%	46%	47%	48%	60%
Change from Prior Year	0%	-5%	-24%	-10%	20%	7%	20%	20%	6%	14%	18%	-29%	-5%

## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and 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



Active	40	39	41	48	57	68	72	76	73	61	45	34	37
Pending	19	17	30	37	41	38	32	32	37	42	45	34	30
Sold	12	17	18	15	24	32	19	29	19	13	26	24	19

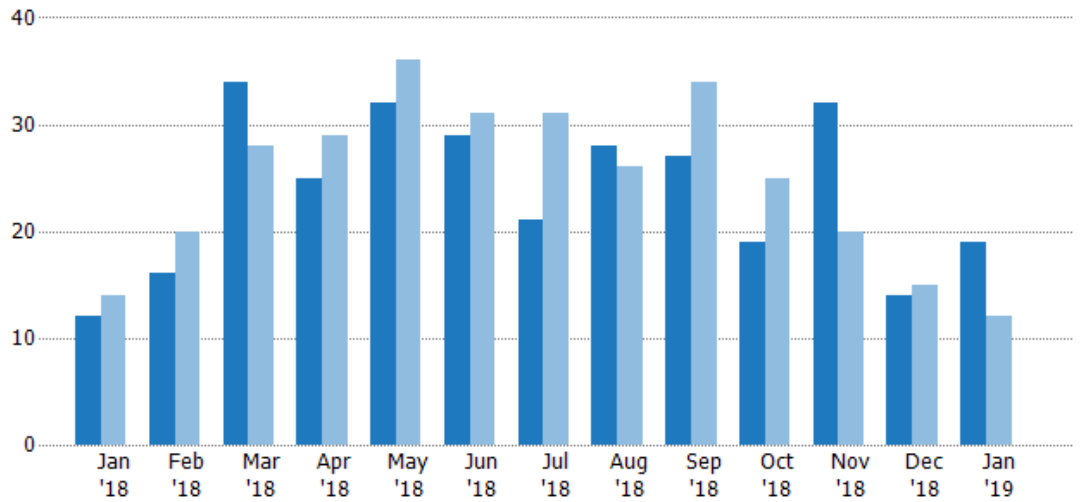
## New Pending Sales

The number of residential properties with accepted offers that were added 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

Month/ Year	Count	% Chg.
Jan '19	19	58.3%
Jan '18	12	-14.3%
Jan '17	14	7.1%



Current Year	12	16	34	25	32	29	21	28	27	19	32	14	19
Prior Year	14	20	28	29	36	31	31	26	34	25	20	15	12
Percent Change from Prior Year	-14%	-20%	21%	-14%	-11%	-6%	-32%	8%	-21%	-24%	60%	-7%	58%

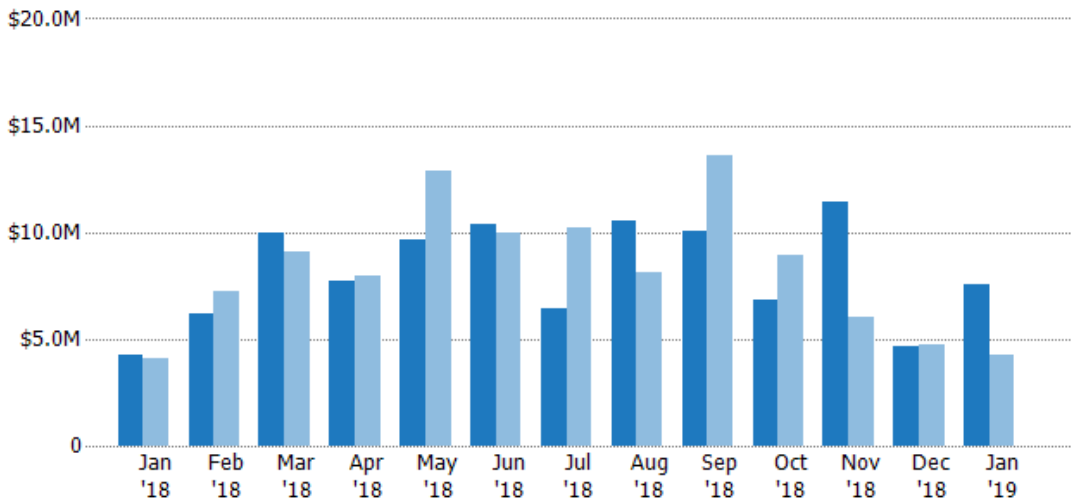
## New Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Jan '19	\$7.58M	77.8%
Jan '18	\$4.26M	3.5%
Jan '17	\$4.12M	-1.9%



Current Year	\$4.26M	\$6.16M	\$9.96M	\$7.69M	\$9.61M	\$10.4M	\$6.39M	\$10.5M	\$10.1M	\$6.86M	\$11.4M	\$4.66M	\$7.58M
Prior Year	\$4.12M	\$7.22M	\$9.09M	\$7.93M	\$12.9M	\$9.99M	\$10.2M	\$8.12M	\$13.6M	\$8.94M	\$6.06M	\$4.74M	\$4.26M
Percent Change from Prior Year	3%	-15%	10%	-3%	-25%	4%	-37%	30%	-26%	-23%	88%	-2%	78%



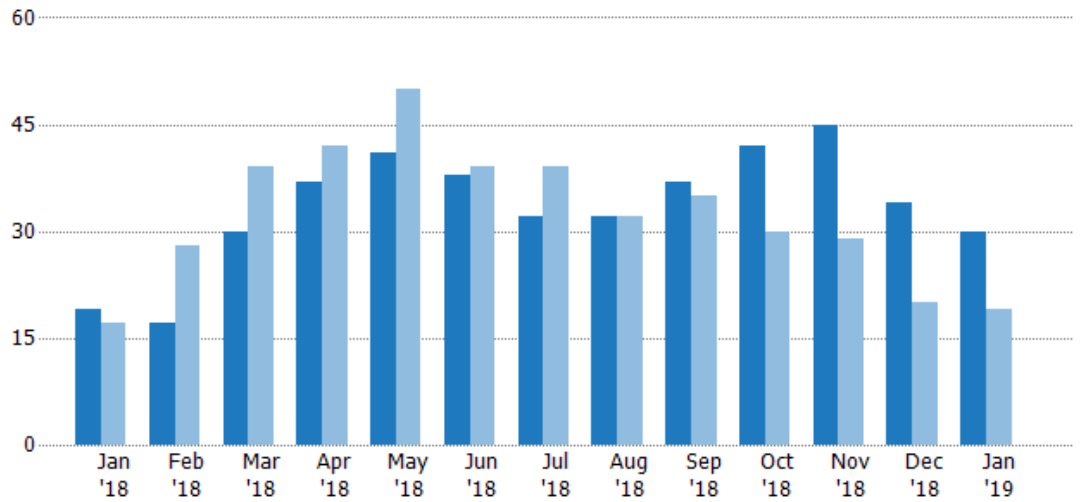
## Pending Sales

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

Month/ Year	Count	% Chg.
Jan '19	30	57.9%
Jan '18	19	11.8%
Jan '17	17	58.8%



Current Year	19	17	30	37	41	38	32	32	37	42	45	34	30
Prior Year	17	28	39	42	50	39	39	32	35	30	29	20	19
Percent Change from Prior Year	12%	-39%	-23%	-12%	-18%	-3%	-18%	0%	6%	40%	55%	70%	58%

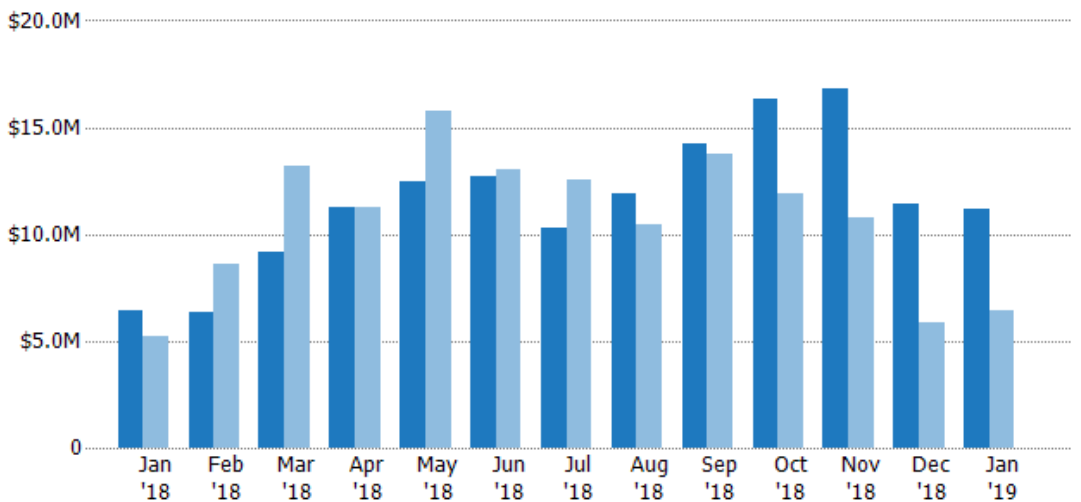
## Pending Sales Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Jan '19	\$11.2M	73.9%
Jan '18	\$6.42M	22.5%
Jan '17	\$5.25M	46.1%



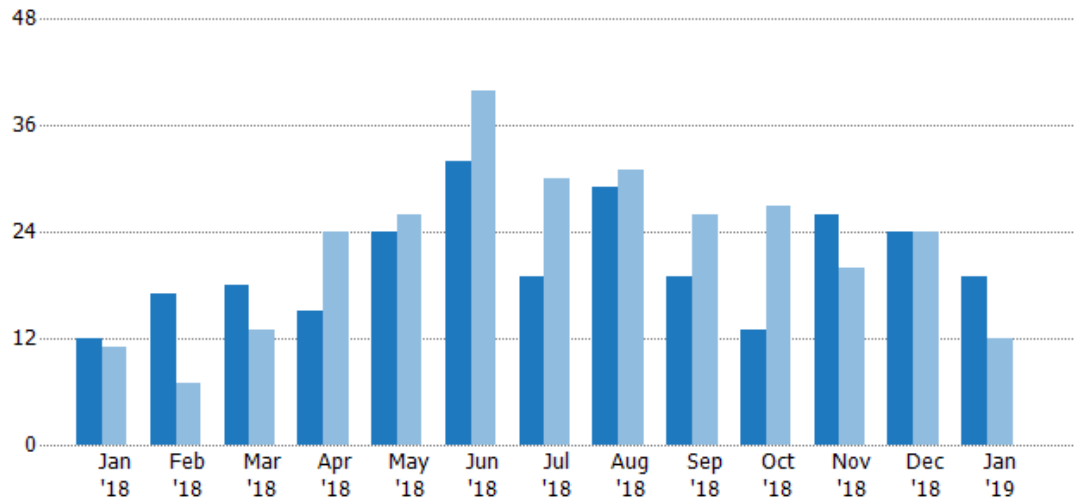
Current Year	\$6.42M	\$6.39M	\$9.15M	\$11.3M	\$12.4M	\$12.7M	\$10.3M	\$11.9M	\$14.2M	\$16.4M	\$16.8M	\$11.4M	\$11.2M
Prior Year	\$5.25M	\$8.58M	\$13.2M	\$11.3M	\$15.8M	\$13M	\$12.6M	\$10.5M	\$13.8M	\$11.9M	\$10.8M	\$5.86M	\$6.42M
Percent Change from Prior Year	22%	-26%	-31%	0%	-21%	-2%	-18%	14%	3%	38%	56%	95%	74%

## Closed Sales

The total number of residential 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



Month/Year	Count	% Chg.
Jan '19	19	58.3%
Jan '18	12	9.1%
Jan '17	11	72.7%

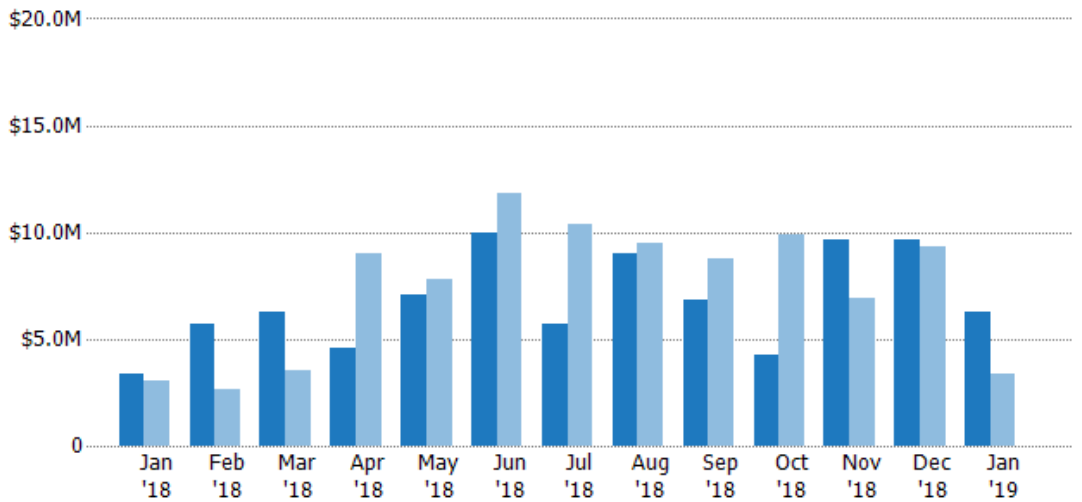
Current Year	12	17	18	15	24	32	19	29	19	13	26	24	19
Prior Year	11	7	13	24	26	40	30	31	26	27	20	24	12
Percent Change from Prior Year	9%	143%	38%	-38%	-8%	-20%	-37%	-6%	-27%	-52%	30%	0%	58%

## Closed Sales Volume

The sum of the sales price of residential 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



Month/Year	Volume	% Chg.
Jan '19	\$6.23M	84%
Jan '18	\$3.39M	11.7%
Jan '17	\$3.03M	71.2%

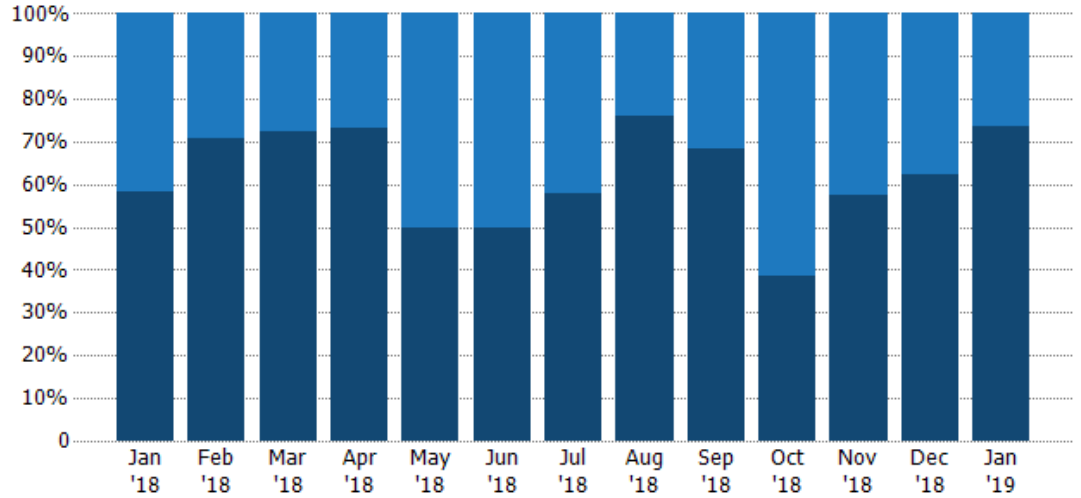
Current Year	\$3.39M	\$5.67M	\$6.28M	\$4.6M	\$7.07M	\$9.94M	\$5.72M	\$9.01M	\$6.85M	\$4.23M	\$9.62M	\$9.65M	\$6.23M
Prior Year	\$3.03M	\$2.62M	\$3.52M	\$9M	\$7.79M	\$11.8M	\$10.3M	\$9.51M	\$8.79M	\$9.88M	\$6.9M	\$9.32M	\$3.39M
Percent Change from Prior Year	12%	117%	78%	-49%	-9%	-16%	-45%	-5%	-22%	-57%	40%	3%	84%

## Closed Sales by Property Type

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

### 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



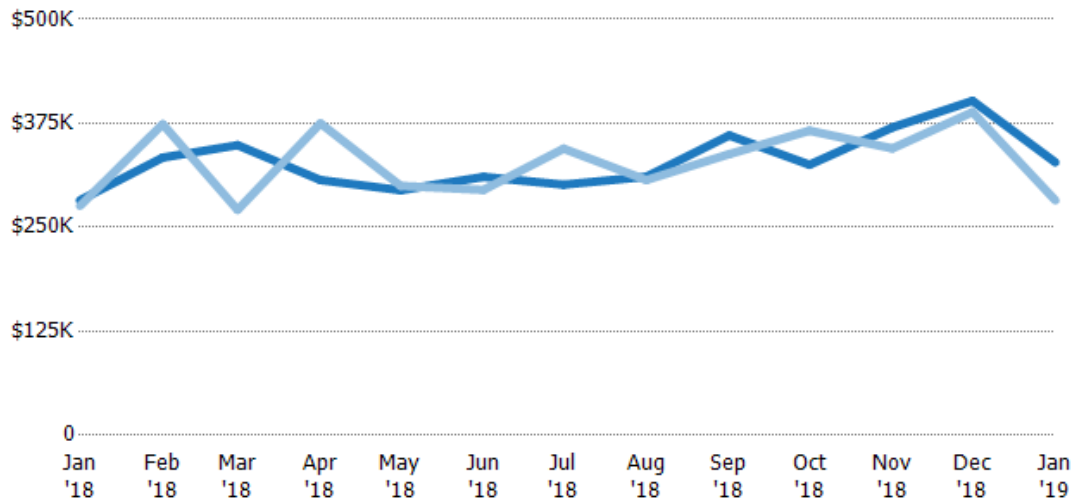
Condo/Townhouse	42%	29%	28%	27%	50%	50%	42%	24%	32%	62%	42%	38%	26%
Single Family Residence	58%	71%	72%	73%	50%	50%	58%	76%	68%	38%	58%	63%	74%

## Average Sales Price

The average sales price of the residential 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



Current Year	\$282K	\$334K	\$349K	\$307K	\$294K	\$311K	\$301K	\$311K	\$360K	\$325K	\$370K	\$402K	\$328K
Prior Year	\$276K	\$374K	\$271K	\$375K	\$300K	\$295K	\$345K	\$307K	\$338K	\$366K	\$345K	\$388K	\$282K
Percent Change from Prior Year	2%	-11%	29%	-18%	-2%	5%	-13%	1%	7%	-11%	7%	3%	16%

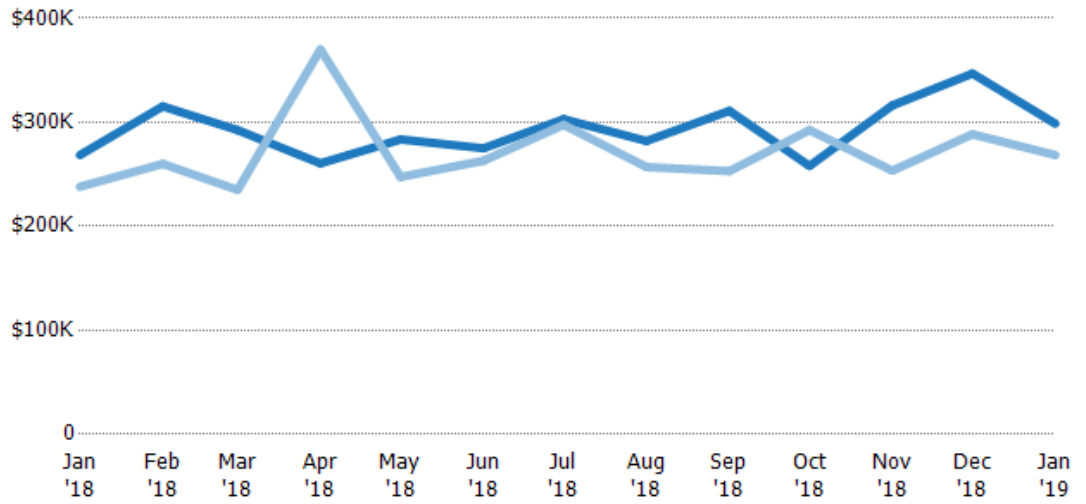
## Median Sales Price

The median sales price of the residential 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

Month/ Year	Price	% Chg.
Jan '19	\$299K	11.2%
Jan '18	\$269K	12.8%
Jan '17	\$238K	0.4%



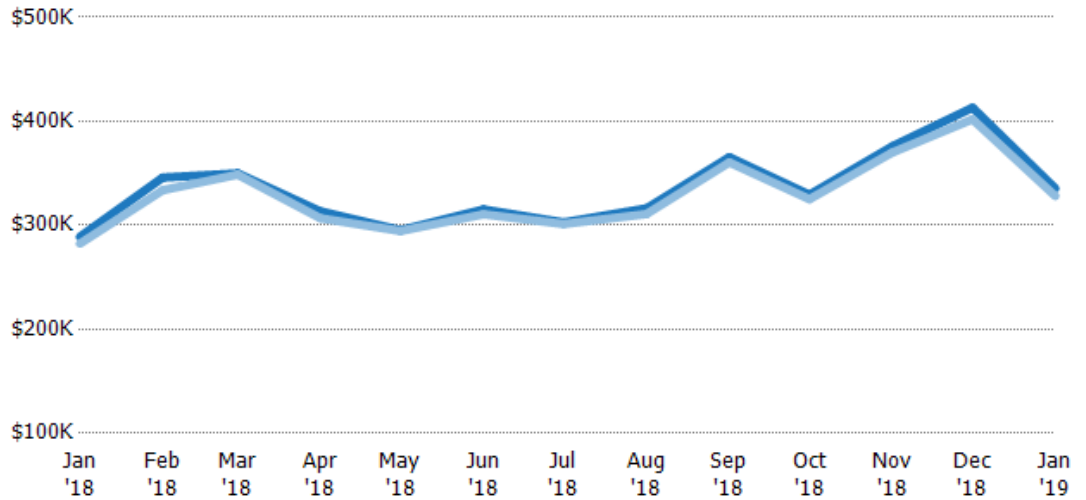
Current Year	\$269K	\$315K	\$293K	\$261K	\$284K	\$275K	\$303K	\$282K	\$311K	\$258K	\$316K	\$347K	\$299K
Prior Year	\$238K	\$260K	\$235K	\$370K	\$247K	\$263K	\$298K	\$257K	\$253K	\$293K	\$254K	\$289K	\$269K
Percent Change from Prior Year	13%	21%	24%	-30%	15%	5%	2%	10%	23%	-12%	25%	20%	11%

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



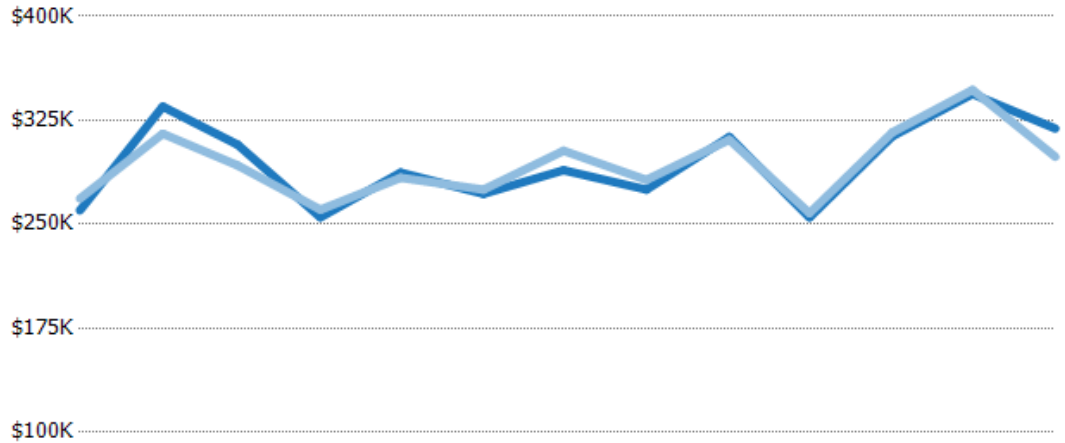
Avg List Price	\$289K	\$346K	\$350K	\$313K	\$295K	\$315K	\$303K	\$316K	\$366K	\$329K	\$376K	\$413K	\$335K
Avg Sales Price	\$282K	\$334K	\$349K	\$307K	\$294K	\$311K	\$301K	\$311K	\$360K	\$325K	\$370K	\$402K	\$328K
Avg Sales Price as a % of Avg List Price	98%	96%	100%	98%	100%	99%	100%	98%	99%	99%	98%	97%	98%

## 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



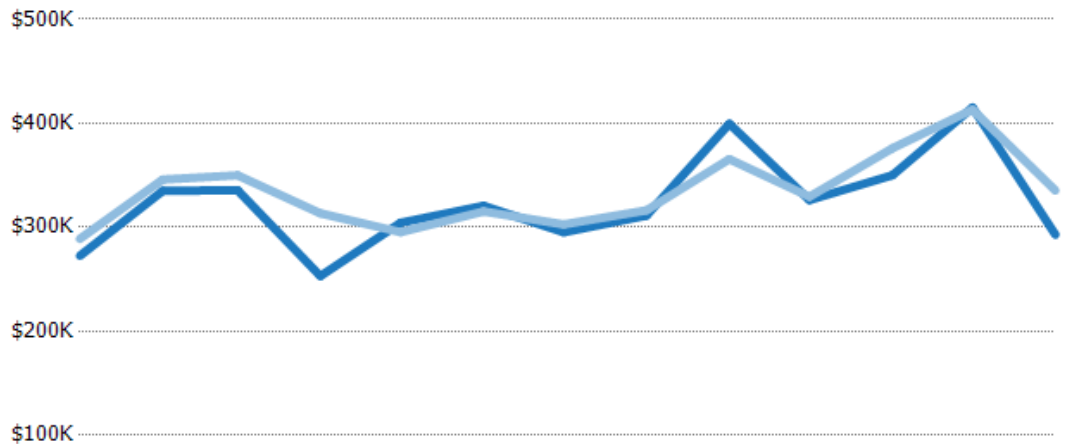
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Median List Price	\$260K	\$335K	\$307K	\$255K	\$287K	\$272K	\$289K	\$275K	\$313K	\$255K	\$314K	\$344K	\$319K
Median Sales Price	\$269K	\$315K	\$293K	\$261K	\$284K	\$275K	\$303K	\$282K	\$311K	\$258K	\$316K	\$347K	\$299K
Med Sales Price as a % of Med List Price	103%	94%	95%	102%	99%	101%	105%	103%	99%	101%	101%	101%	94%

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



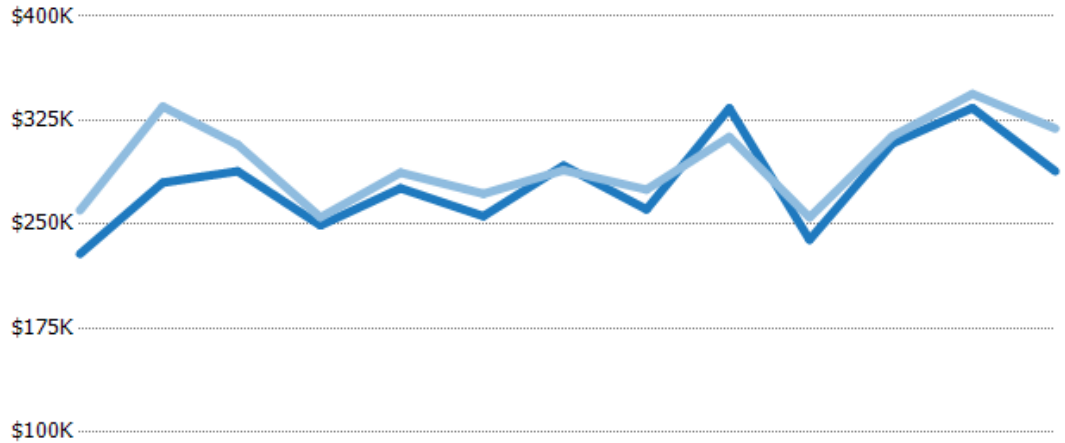
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Avg Est Value	\$273K	\$335K	\$336K	\$253K	\$304K	\$321K	\$295K	\$311K	\$400K	\$326K	\$350K	\$415K	\$293K
Avg Sales Price	\$289K	\$346K	\$350K	\$313K	\$295K	\$315K	\$303K	\$316K	\$366K	\$329K	\$376K	\$413K	\$335K
Avg Sales Price as a % of Avg Est Value	106%	103%	104%	124%	97%	98%	103%	102%	91%	101%	107%	99%	115%

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



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Median Est Value	\$229K	\$280K	\$288K	\$249K	\$276K	\$256K	\$292K	\$261K	\$334K	\$239K	\$308K	\$334K	\$288K
Median Sales Price	\$260K	\$335K	\$307K	\$255K	\$287K	\$272K	\$289K	\$275K	\$313K	\$255K	\$314K	\$344K	\$319K
Med Sales Price as a % of Med Est Value	114%	120%	107%	102%	104%	106%	99%	105%	94%	107%	102%	103%	111%