

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	+ / -
Listing Activity Charts Metrics						
New Listing Count	22	16	+37.5%	314	358	-12.3%
New Listing Volume	\$7,092,000	\$9,039,200	-21.5%	\$108,345,723	\$125,409,559	-13.6%
Active Listing Count	60	72	-16.7%	N/A	N/A	
Active Listing Volume	\$28,500,499	\$40,140,925	-29%	N/A	N/A	
Average Listing Price	\$475,008	\$557,513	-14.8%	\$509,738	\$443,539	+14.9%
Median Listing Price	\$339,900	\$399,900	-15%	\$384,205	\$351,145	+9.4%
Median Days in RPR	94	123	-23.6%	93.06	98.13	-5.2%
Months of Inventory	2.5	3.1	-20.1%	3.8	8	-53.1%
Absorption Rate	40%	31.94%	+8.1%	26.67%	12.5%	+14.2%
Sales Activity Charts Metrics						
New Pending Sales Count	19	13	+46.2%	284	328	-13.4%
New Pending Sales Volume	\$6,416,799	\$4,110,400	+56.1%	\$91,530,517	\$100,479,890	-8.9%
Pending Sales Count	28	17	+64.7%	N/A	N/A	
Pending Sales Volume	\$10,599,575	\$5,426,400	+95.3%	N/A	N/A	
Closed Sales Count	15	16	-6.3%	236	303	-22.1%
Closed Sales Volume	\$4,365,290	\$4,283,975	+1.9%	\$72,059,739	\$93,805,637	-23.2%
Average Sales Price	\$291,019	\$267,748	+8.7%	\$305,338	\$309,590	-1.4%
Median Sales Price	\$298,675	\$275,000	+8.6%	\$294,717	\$283,531	+3.9%

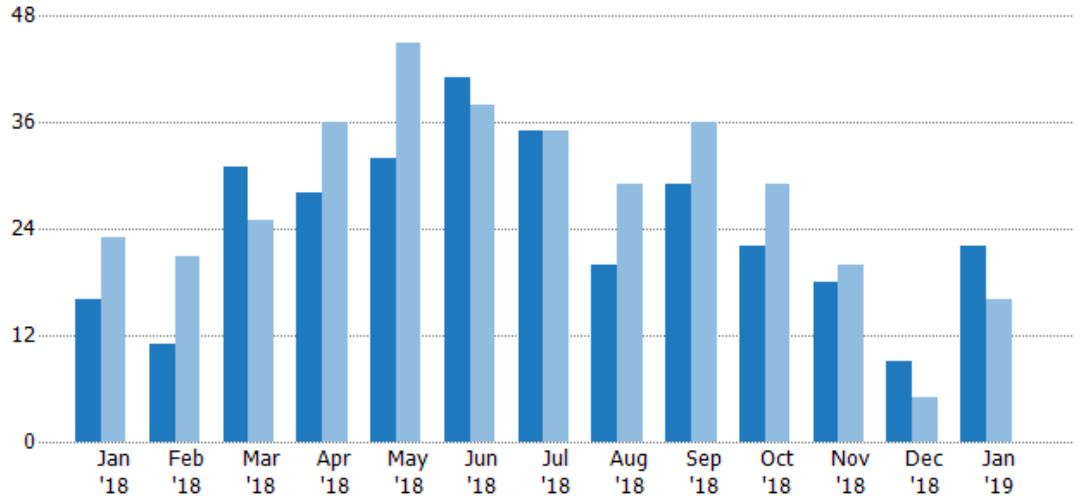
New Listings

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

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Jan '19	22	37.5%
Jan '18	16	-30.4%
Jan '17	23	-21.7%



Current Year	16	11	31	28	32	41	35	20	29	22	18	9	22
Prior Year	23	21	25	36	45	38	35	29	36	29	20	5	16
Percent Change from Prior Year	-30%	-48%	24%	-22%	-29%	8%	0%	-31%	-19%	-24%	-10%	80%	38%

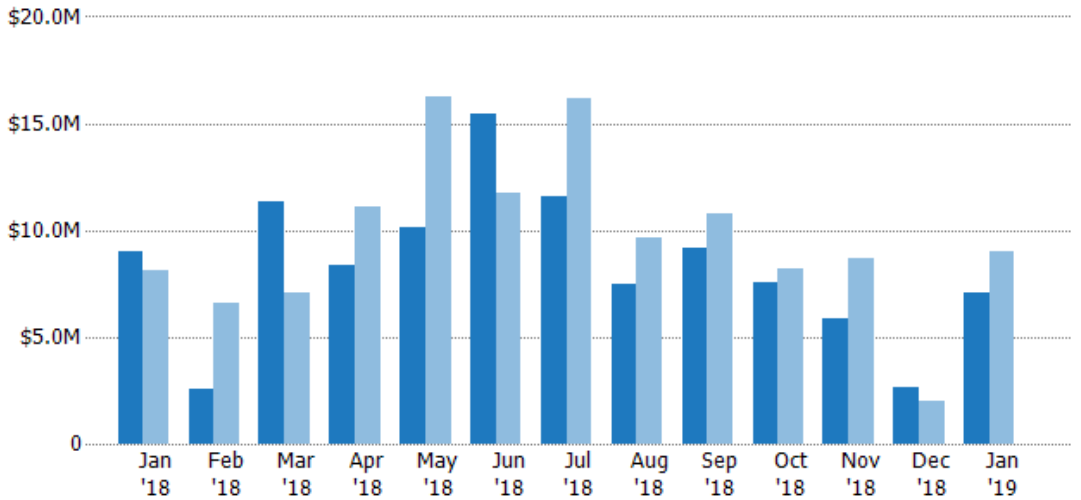
New Listing Volume

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

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Jan '19	\$7.09M	-21.5%
Jan '18	\$9.04M	11%
Jan '17	\$8.14M	-41.4%



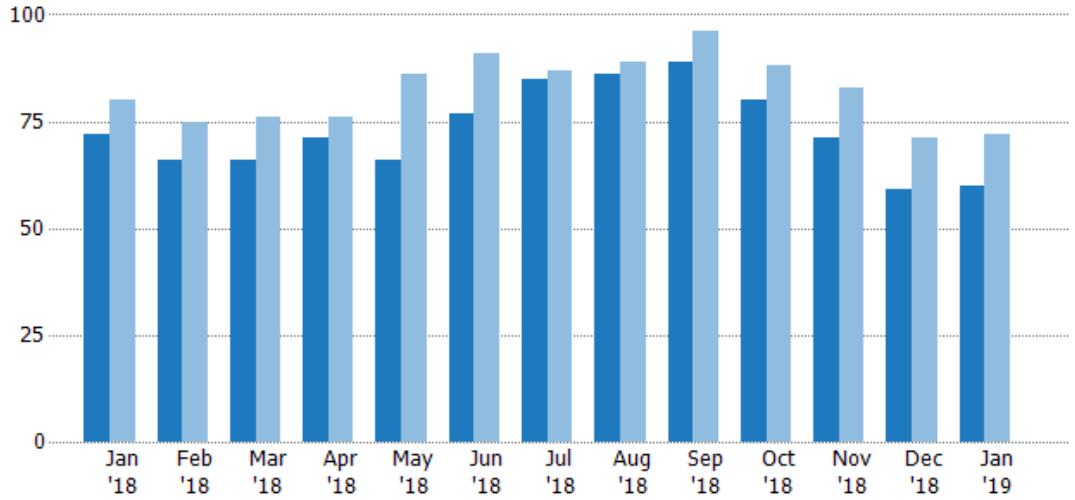
Current Year	\$9.04M	\$2.55M	\$11.4M	\$8.36M	\$10.2M	\$15.4M	\$11.6M	\$7.5M	\$9.2M	\$7.54M	\$5.89M	\$2.64M	\$7.09M
Prior Year	\$8.14M	\$6.58M	\$7.06M	\$11.1M	\$16.2M	\$11.8M	\$16.2M	\$9.68M	\$10.7M	\$8.21M	\$8.68M	\$2.02M	\$9.04M
Percent Change from Prior Year	11%	-61%	61%	-25%	-37%	31%	-28%	-22%	-14%	-8%	-32%	30%	-22%

Active Listings

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

Filters Used

ZIP: Burlington, VT 05408,
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VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



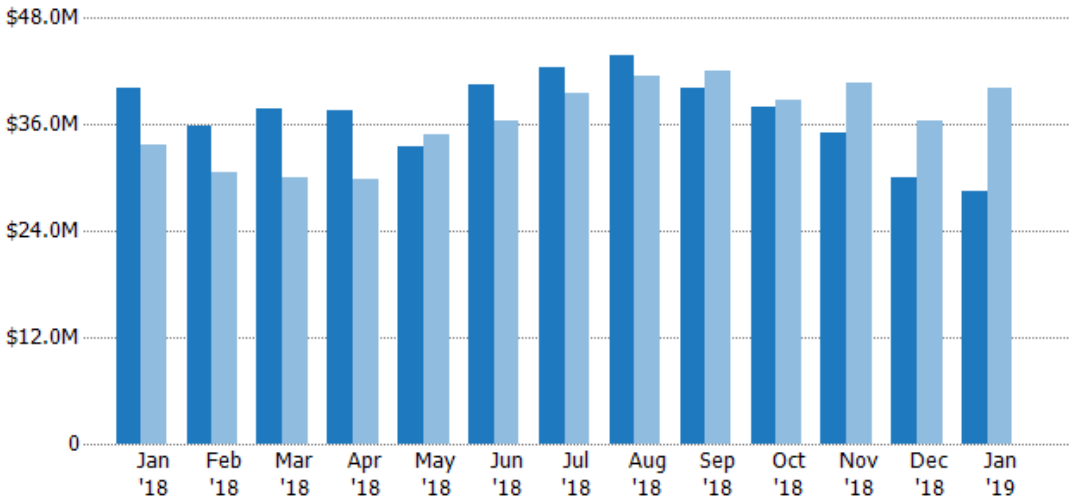
Month/Year	Count	% Chg.
Jan '19	60	-16.7%
Jan '18	72	-10%
Jan '17	80	18.8%

Active Listing Volume

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

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Month/Year	Volume	% Chg.
Jan '19	\$28.5M	-29%
Jan '18	\$40.1M	19.3%
Jan '17	\$33.6M	16.1%

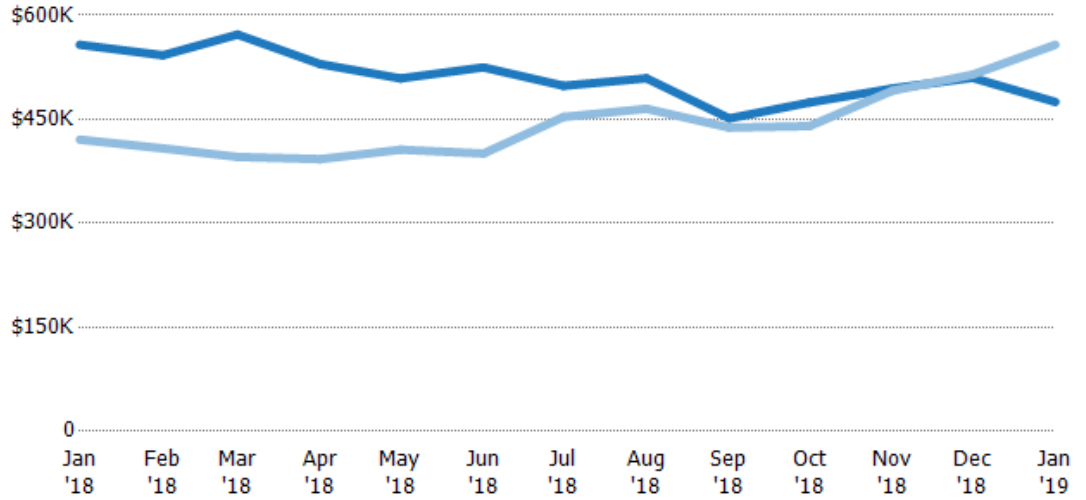
Average Listing Price

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

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$475K	-14.8%
Jan '18	\$558K	32.5%
Jan '17	\$421K	-2.2%



Current Year	\$558K	\$542K	\$572K	\$530K	\$509K	\$525K	\$498K	\$509K	\$451K	\$474K	\$494K	\$510K	\$475K
Prior Year	\$421K	\$408K	\$396K	\$393K	\$406K	\$401K	\$453K	\$465K	\$438K	\$440K	\$491K	\$514K	\$558K
Percent Change from Prior Year	33%	33%	45%	35%	25%	31%	10%	9%	3%	8%	1%	-1%	-15%

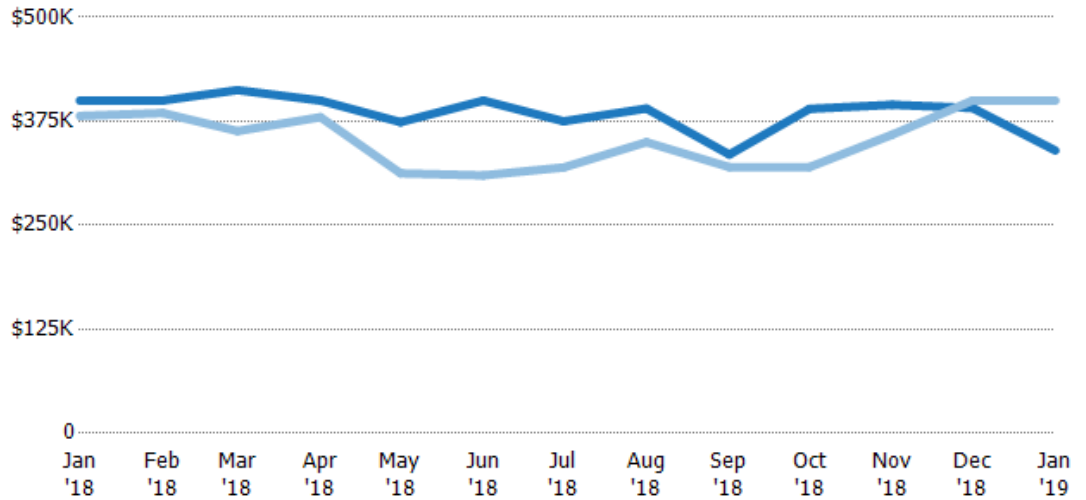
Median Listing Price

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

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$340K	-15%
Jan '18	\$400K	4.9%
Jan '17	\$381K	-5.5%



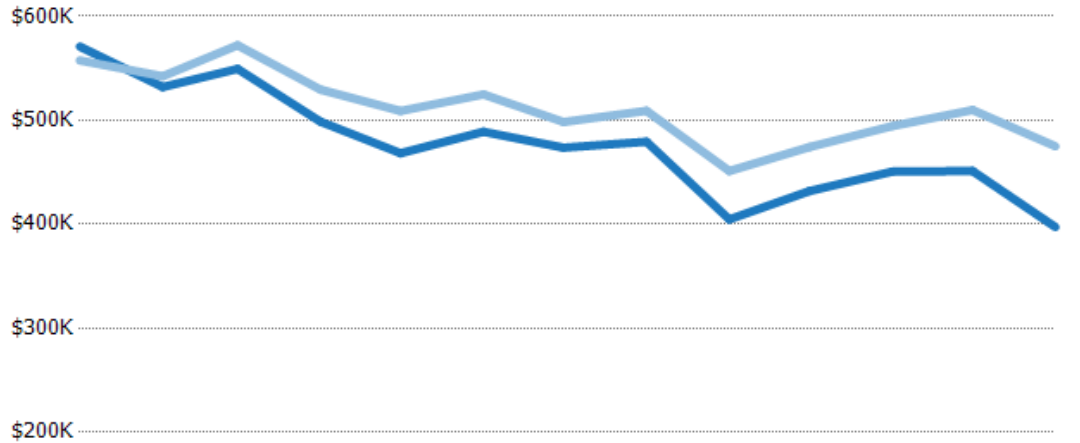
Current Year	\$400K	\$400K	\$412K	\$400K	\$374K	\$400K	\$375K	\$390K	\$335K	\$390K	\$395K	\$391K	\$340K
Prior Year	\$381K	\$385K	\$363K	\$380K	\$312K	\$310K	\$320K	\$350K	\$320K	\$320K	\$359K	\$400K	\$400K
Percent Change from Prior Year	5%	4%	14%	5%	20%	29%	17%	12%	5%	22%	10%	-2%	-15%

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 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



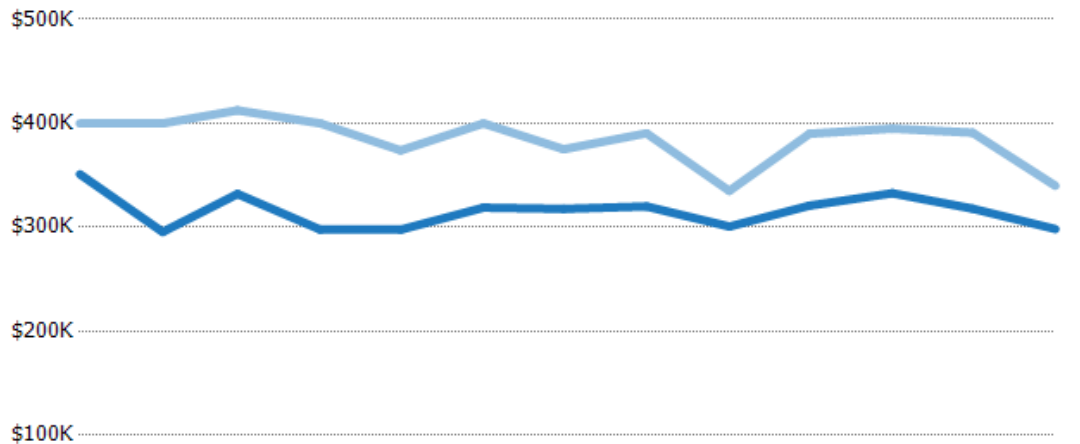
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Avg Est Value	\$571K	\$532K	\$549K	\$499K	\$468K	\$489K	\$474K	\$479K	\$405K	\$432K	\$451K	\$451K	\$397K
Avg Listing Price	\$558K	\$542K	\$572K	\$530K	\$509K	\$525K	\$498K	\$509K	\$451K	\$474K	\$494K	\$510K	\$475K
Avg Listing Price as a % of Avg Est Value	98%	102%	104%	106%	109%	107%	105%	106%	111%	110%	110%	113%	120%

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 05408,
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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	\$351K	\$295K	\$332K	\$298K	\$298K	\$319K	\$318K	\$320K	\$301K	\$321K	\$333K	\$318K	\$298K
Median Listing Price	\$400K	\$400K	\$412K	\$400K	\$374K	\$400K	\$375K	\$390K	\$335K	\$390K	\$395K	\$391K	\$340K
Med Listing Price as a % of Med Est Value	114%	135%	124%	134%	126%	125%	118%	122%	111%	122%	119%	123%	114%

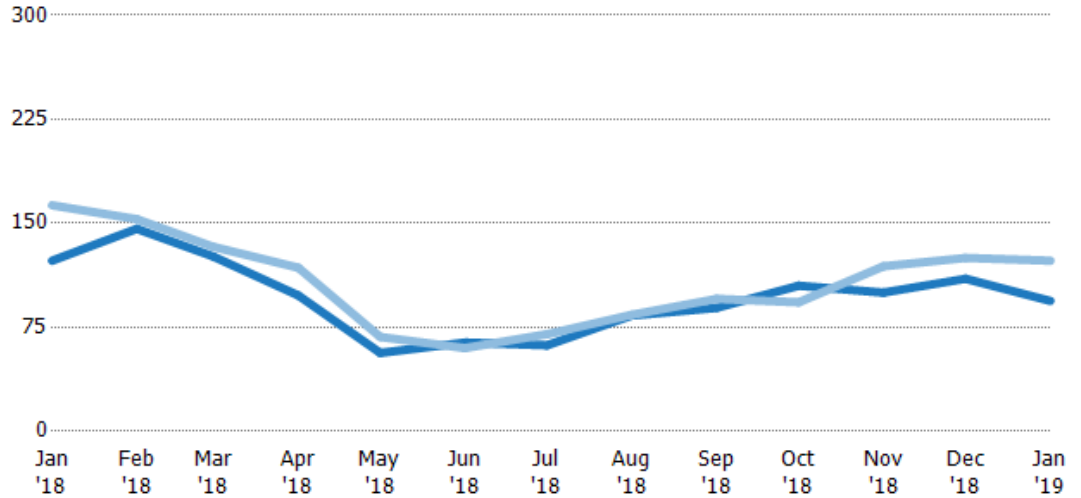
Median Days in RPR

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 05408,
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VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Days	% Chg.
Jan '19	94	-23.6%
Jan '18	123	-24.5%
Jan '17	163	39.9%



Current Year	123	146	126	98	56.5	64	62	83.5	89	105	100	110	94
Prior Year	163	153	133	118	68	60	70	84	95.5	93	119	125	123
Percent Change from Prior Year	-25%	-5%	-5%	-17%	-17%	7%	-11%	-1%	-7%	13%	-16%	-12%	-24%

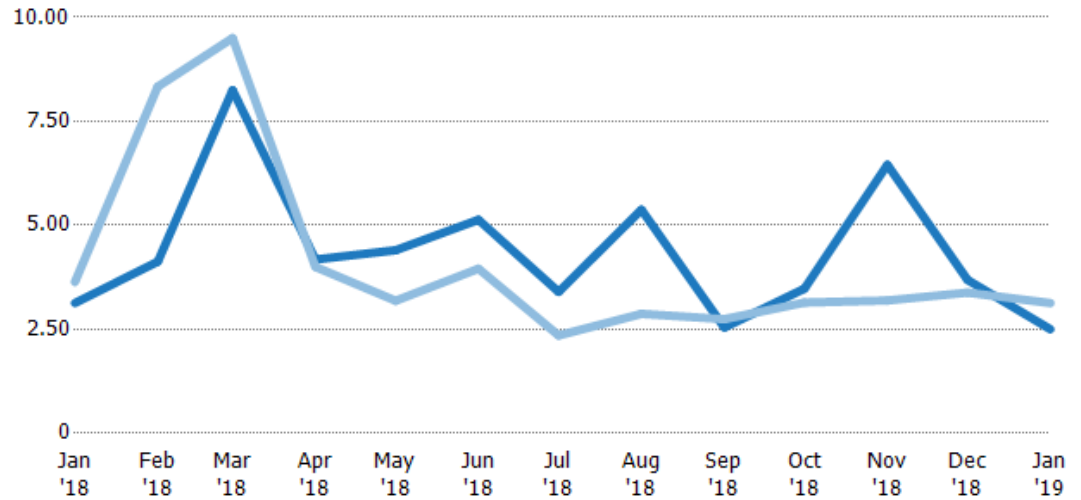
Months of Inventory

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

Filters Used

ZIP: Burlington, VT 05408,
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VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Months	% Chg.
Jan '19	2.5	-20.1%
Jan '18	3.13	-13.9%
Jan '17	3.64	13.6%



Current Year	3.13	4.13	8.25	4.18	4.4	5.13	3.4	5.38	2.54	3.48	6.45	3.69	2.5
Prior Year	3.64	8.33	9.5	4	3.19	3.96	2.35	2.87	2.74	3.14	3.19	3.38	3.13
Percent Change from Prior Year	-14%	-50%	-13%	4%	38%	30%	45%	87%	-7%	11%	102%	9%	-20%

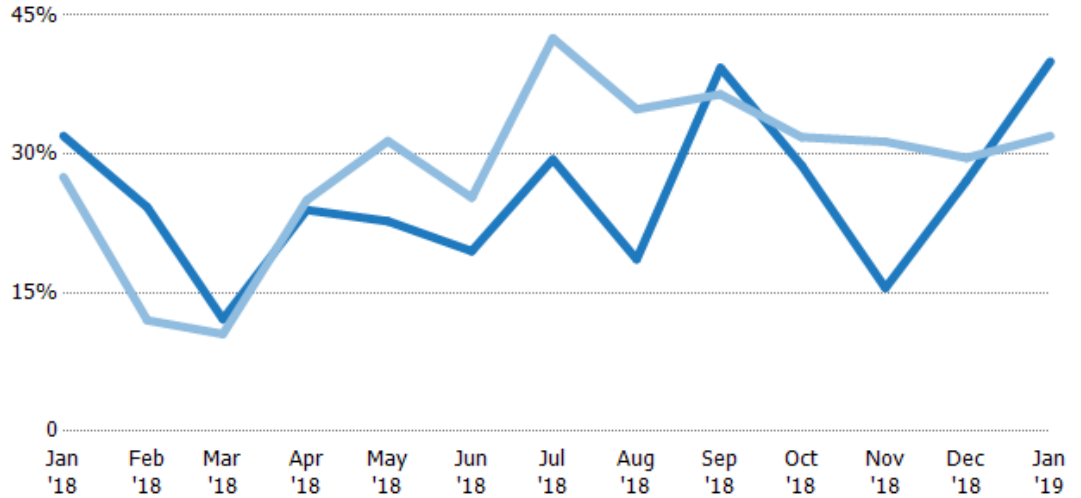
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Jan '19	40%	-8.1%
Jan '18	32%	-4.4%
Jan '17	28%	-12%



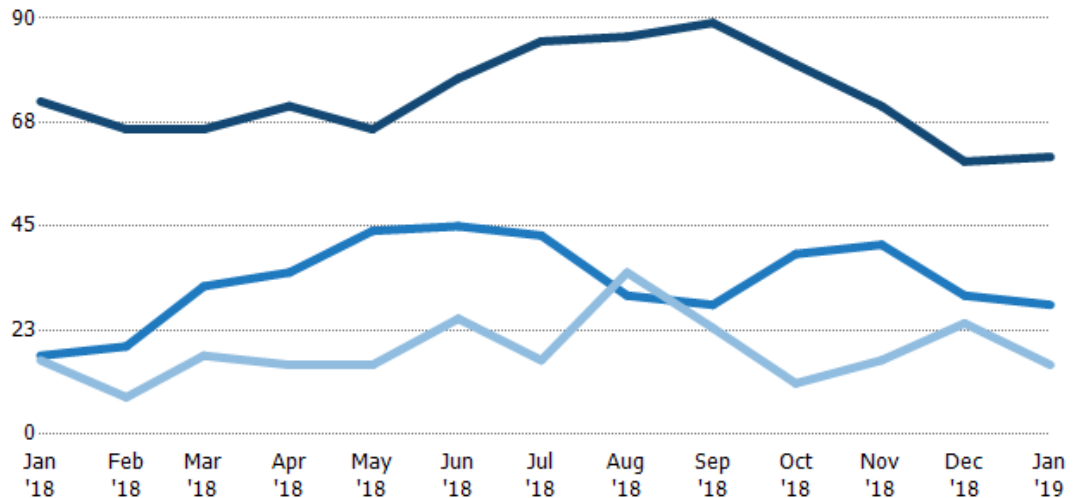
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	32%	24%	12%	24%	23%	19%	29%	19%	39%	29%	15%	27%	40%
Prior Year	28%	12%	11%	25%	31%	25%	43%	35%	36%	32%	31%	30%	32%
Change from Prior Year	-4%	-12%	-2%	1%	9%	6%	13%	16%	-3%	3%	16%	2%	-8%

Active/Pending/Sold Units

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

Filters Used

ZIP: Burlington, VT 05408,
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VT 05446, Colchester, VT 05449
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
Active	72	66	66	71	66	77	85	86	89	80	71	59	60
Pending	17	19	32	35	44	45	43	30	28	39	41	30	28
Sold	16	8	17	15	15	25	16	35	23	11	16	24	15

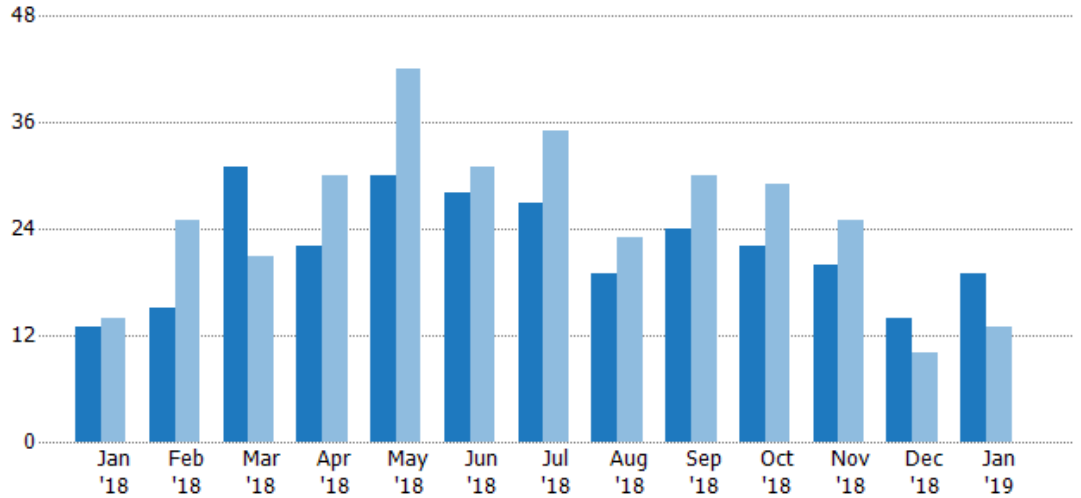
New Pending Sales

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

Filters Used

ZIP: Burlington, VT 05408,
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VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Jan '19	19	46.2%
Jan '18	13	-7.1%
Jan '17	14	50%



Current Year	13	15	31	22	30	28	27	19	24	22	20	14	19
Prior Year	14	25	21	30	42	31	35	23	30	29	25	10	13
Percent Change from Prior Year	-7%	-40%	48%	-27%	-29%	-10%	-23%	-17%	-20%	-24%	-20%	40%	46%

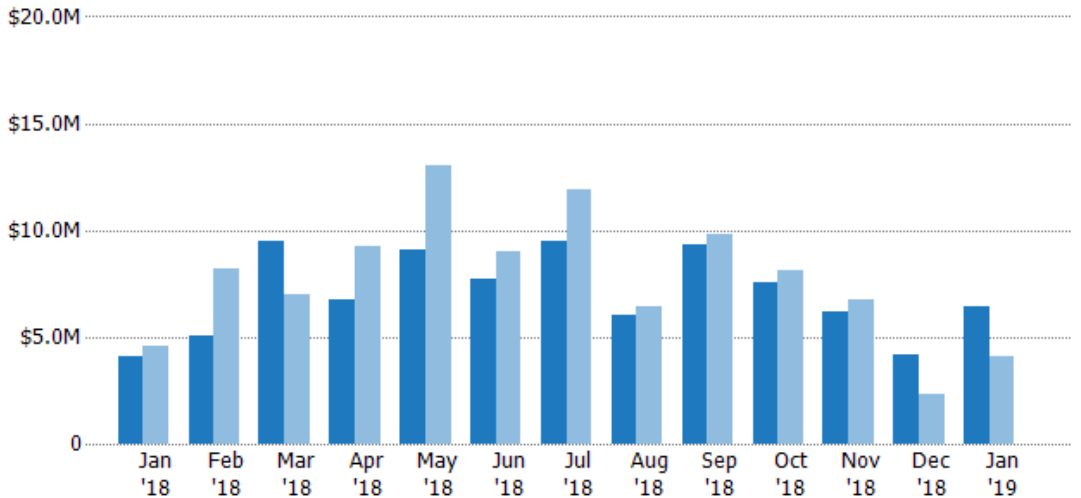
New Pending Sales Volume

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

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Jan '19	\$6.42M	56.1%
Jan '18	\$4.11M	-10.1%
Jan '17	\$4.57M	27.9%



Current Year	\$4.11M	\$5.05M	\$9.51M	\$6.78M	\$9.1M	\$7.73M	\$9.52M	\$6.06M	\$9.29M	\$7.57M	\$6.22M	\$4.18M	\$6.42M
Prior Year	\$4.57M	\$8.19M	\$6.99M	\$9.28M	\$13M	\$9.01M	\$11.9M	\$6.42M	\$9.84M	\$8.11M	\$6.74M	\$2.3M	\$4.11M
Percent Change from Prior Year	-10%	-38%	36%	-27%	-30%	-14%	-20%	-6%	-6%	-7%	-8%	81%	56%

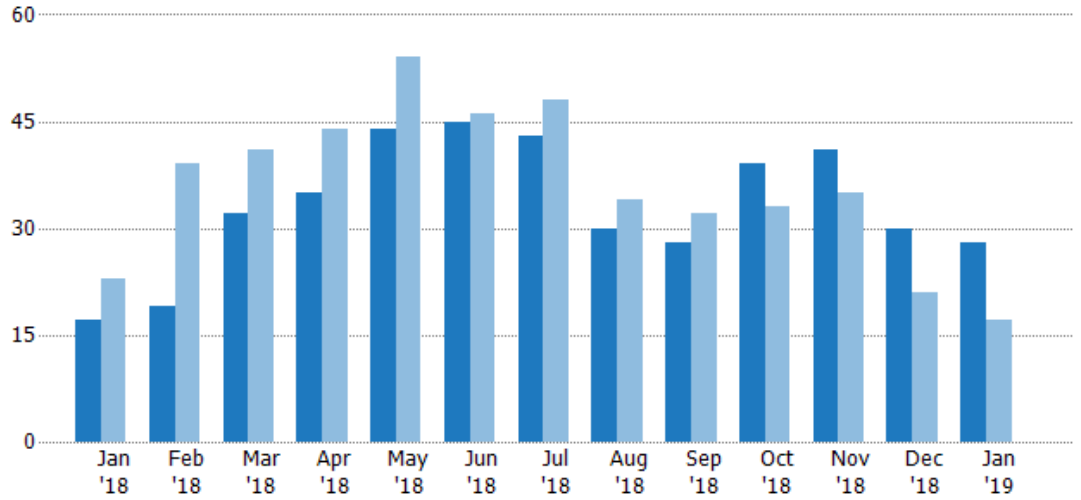
Pending Sales

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

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Jan '19	28	64.7%
Jan '18	17	-26.1%
Jan '17	23	91.3%



Current Year	17	19	32	35	44	45	43	30	28	39	41	30	28
Prior Year	23	39	41	44	54	46	48	34	32	33	35	21	17
Percent Change from Prior Year	-26%	-51%	-22%	-20%	-19%	-2%	-10%	-12%	-13%	18%	17%	43%	65%

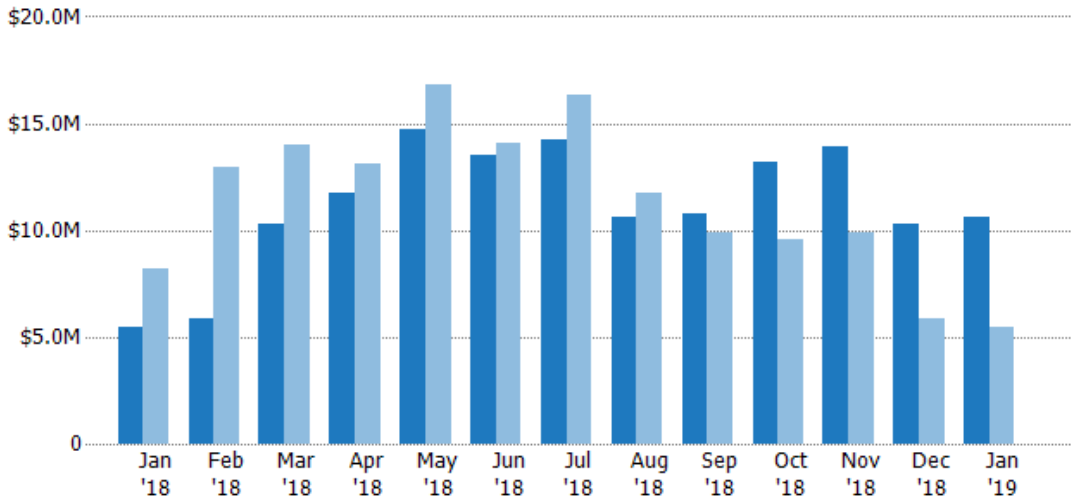
Pending Sales Volume

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 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Jan '19	\$10.6M	95.3%
Jan '18	\$5.43M	-33.6%
Jan '17	\$8.18M	63.9%



Current Year	\$5.43M	\$5.86M	\$10.3M	\$11.7M	\$14.8M	\$13.5M	\$14.2M	\$10.6M	\$10.8M	\$13.2M	\$13.9M	\$10.3M	\$10.6M
Prior Year	\$8.18M	\$13M	\$14M	\$13.1M	\$16.8M	\$14.1M	\$16.3M	\$11.7M	\$9.93M	\$9.54M	\$9.92M	\$5.9M	\$5.43M
Percent Change from Prior Year	-34%	-55%	-26%	-10%	-12%	-4%	-13%	-9%	9%	38%	40%	75%	95%

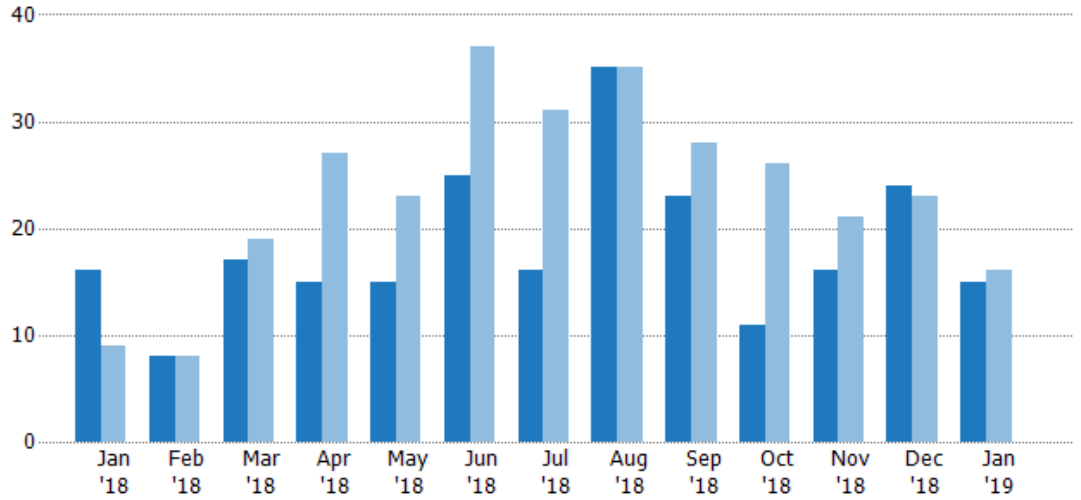
Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Jan '19	15	-6.3%
Jan '18	16	77.8%
Jan '17	9	88.9%



Current Year	16	8	17	15	15	25	16	35	23	11	16	24	15
Prior Year	9	8	19	27	23	37	31	35	28	26	21	23	16
Percent Change from Prior Year	78%	0%	-11%	-44%	-35%	-32%	-48%	0%	-18%	-58%	-24%	4%	-6%

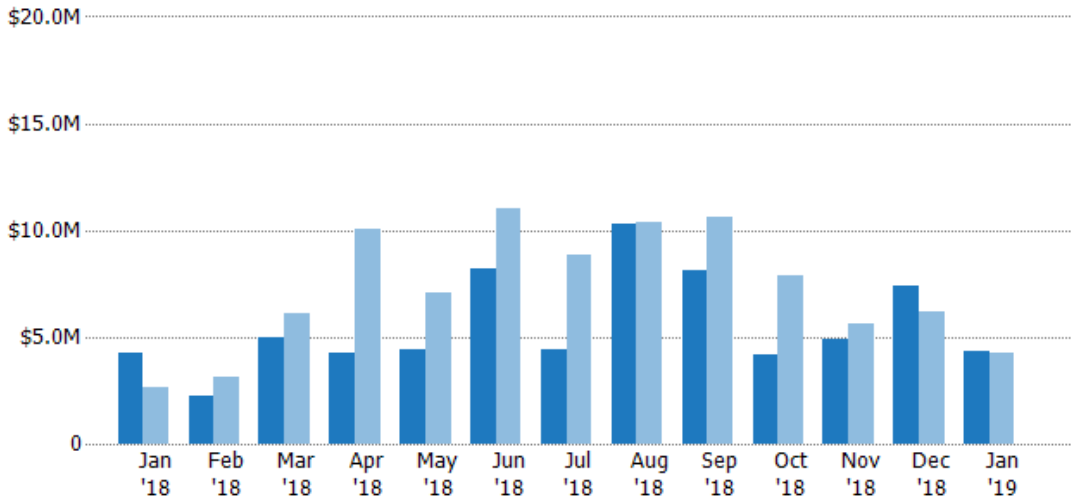
Closed Sales Volume

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

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Jan '19	\$4.37M	1.9%
Jan '18	\$4.28M	64.2%
Jan '17	\$2.61M	65%



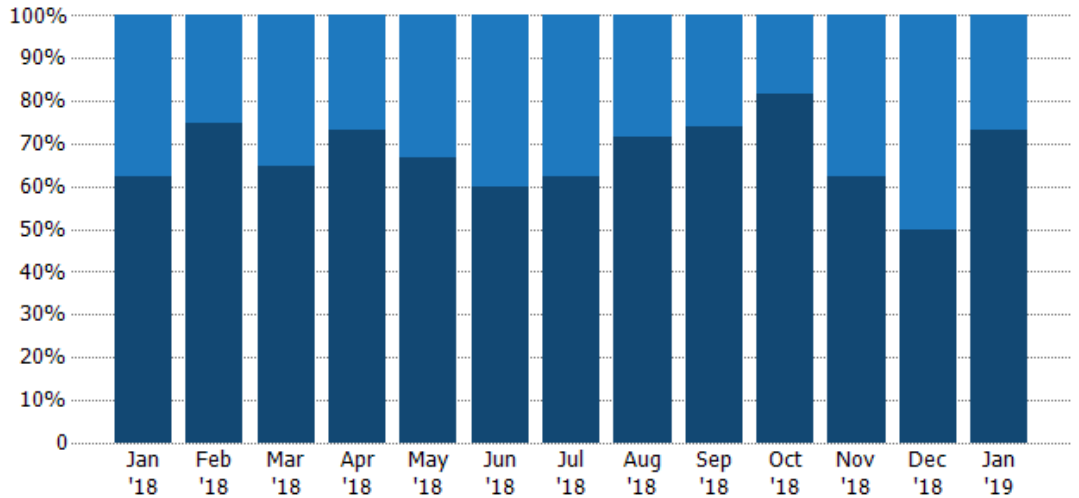
Current Year	\$4.28M	\$2.23M	\$4.95M	\$4.29M	\$4.43M	\$8.2M	\$4.38M	\$10.3M	\$8.15M	\$4.18M	\$4.89M	\$7.43M	\$4.37M
Prior Year	\$2.61M	\$3.14M	\$6.07M	\$10.1M	\$7.1M	\$11M	\$8.84M	\$10.4M	\$10.6M	\$7.85M	\$5.66M	\$6.2M	\$4.28M
Percent Change from Prior Year	64%	-29%	-18%	-57%	-38%	-25%	-50%	-1%	-23%	-47%	-14%	20%	2%

Closed Sales by Property Type

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

Filters Used

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



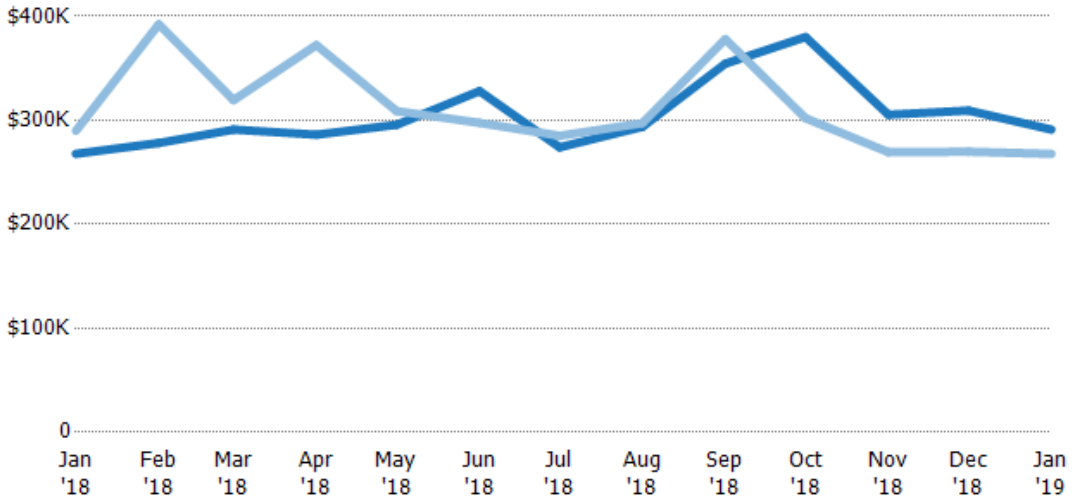
Property Type	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Condo/Townhouse	38%	25%	35%	27%	33%	40%	38%	29%	26%	18%	38%	50%	27%
Single Family Residence	63%	75%	65%	73%	67%	60%	63%	71%	74%	82%	63%	50%	73%

Average Sales Price

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

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Month/Year	Price	% Chg.
Jan '19	\$291K	8.7%
Jan '18	\$268K	-7.6%
Jan '17	\$290K	-12.6%

Property Type	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
Current Year	\$268K	\$278K	\$291K	\$286K	\$296K	\$328K	\$274K	\$294K	\$354K	\$380K	\$305K	\$309K	\$291K
Prior Year	\$290K	\$392K	\$319K	\$372K	\$309K	\$298K	\$285K	\$297K	\$378K	\$302K	\$269K	\$270K	\$268K
Percent Change from Prior Year	-8%	-29%	-9%	-23%	-4%	10%	-4%	-1%	-6%	26%	13%	15%	9%

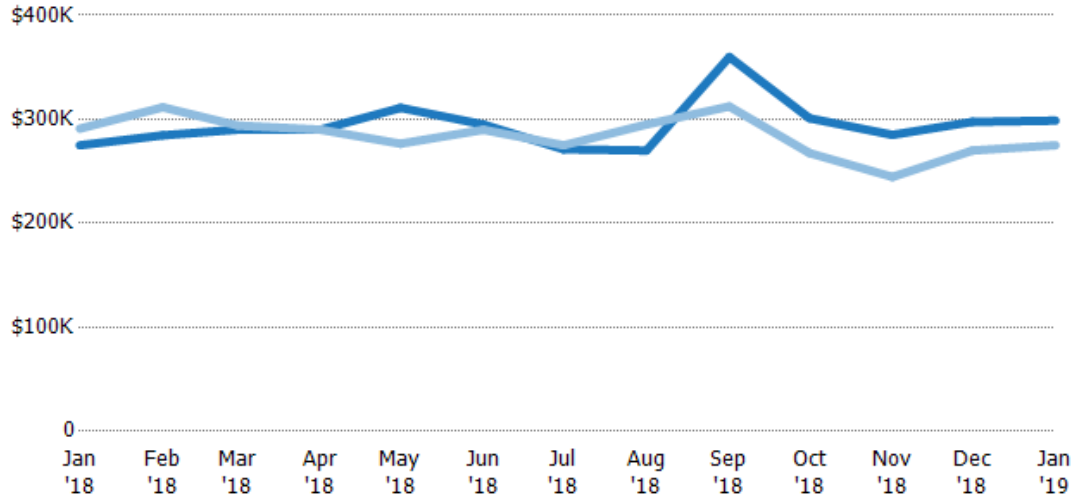
Median Sales Price

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

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$299K	8.6%
Jan '18	\$275K	-5.5%
Jan '17	\$291K	-21%



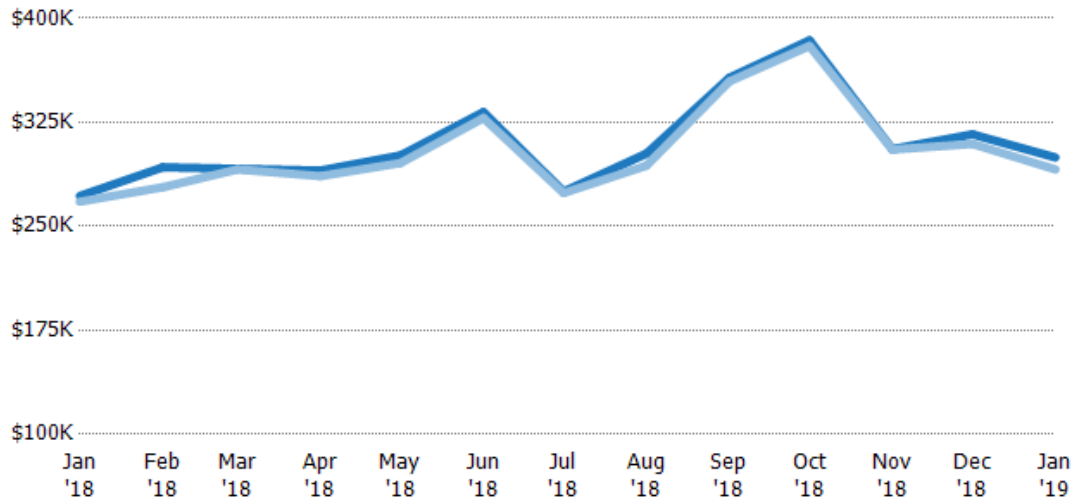
Current Year	\$275K	\$285K	\$290K	\$290K	\$311K	\$295K	\$271K	\$270K	\$360K	\$301K	\$285K	\$298K	\$299K
Prior Year	\$291K	\$312K	\$294K	\$290K	\$277K	\$290K	\$275K	\$295K	\$312K	\$268K	\$245K	\$270K	\$275K
Percent Change from Prior Year	-5%	-9%	-1%	0	12%	2%	-1%	-8%	15%	13%	17%	10%	9%

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 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



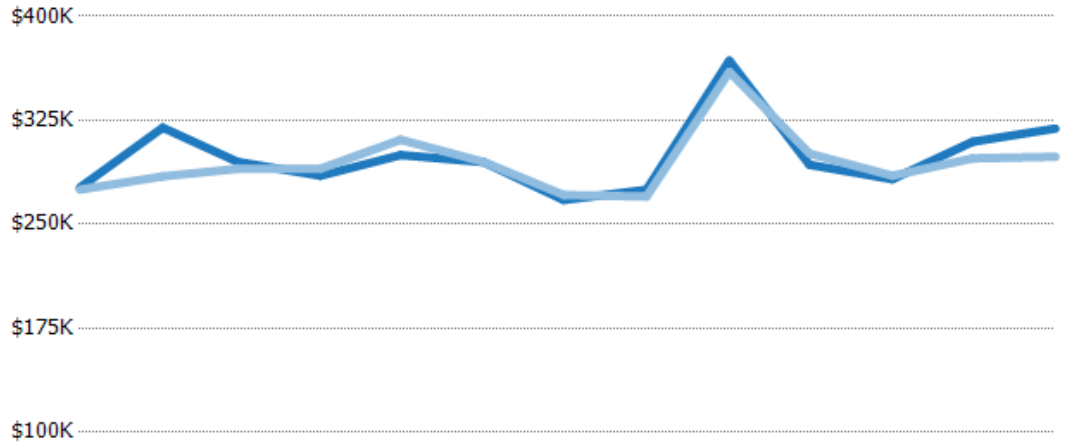
Avg List Price	\$272K	\$293K	\$291K	\$290K	\$301K	\$332K	\$275K	\$302K	\$357K	\$384K	\$306K	\$316K	\$300K
Avg Sales Price	\$268K	\$278K	\$291K	\$286K	\$296K	\$328K	\$274K	\$294K	\$354K	\$380K	\$305K	\$309K	\$291K
Avg Sales Price as a % of Avg List Price	98%	95%	100%	99%	98%	99%	100%	97%	99%	99%	100%	98%	97%

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 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



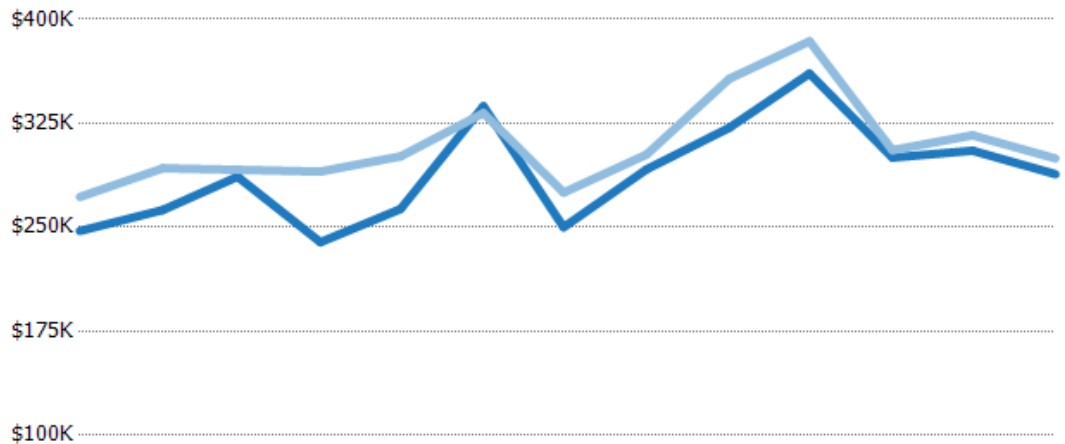
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Median List Price	\$277K	\$320K	\$295K	\$285K	\$300K	\$295K	\$268K	\$275K	\$368K	\$293K	\$283K	\$310K	\$319K
Median Sales Price	\$275K	\$285K	\$290K	\$290K	\$311K	\$295K	\$271K	\$270K	\$360K	\$301K	\$285K	\$298K	\$299K
Med Sales Price as a % of Med List Price	99%	89%	98%	102%	104%	100%	101%	98%	98%	103%	101%	96%	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 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



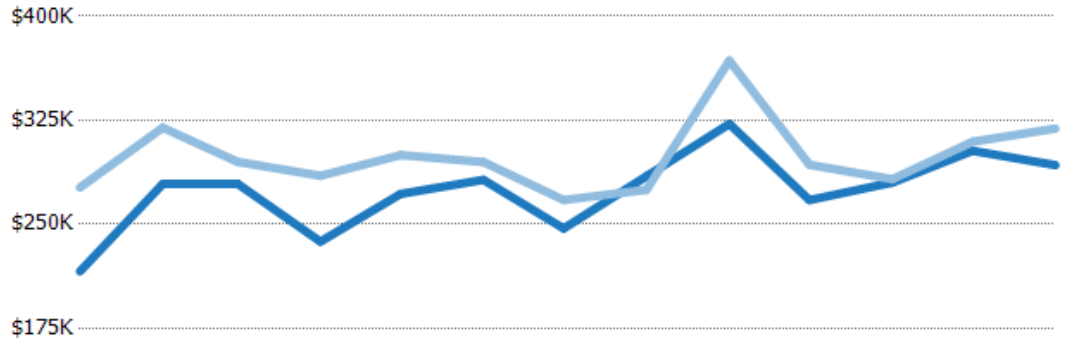
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Avg Est Value	\$247K	\$262K	\$286K	\$239K	\$263K	\$337K	\$250K	\$292K	\$322K	\$361K	\$300K	\$305K	\$288K
Avg Sales Price	\$272K	\$293K	\$291K	\$290K	\$301K	\$332K	\$275K	\$302K	\$357K	\$384K	\$306K	\$316K	\$300K
Avg Sales Price as a % of Avg Est Value	110%	111%	102%	121%	114%	99%	110%	104%	111%	106%	102%	104%	104%

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 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
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	\$216K	\$279K	\$279K	\$237K	\$272K	\$282K	\$247K	\$285K	\$322K	\$267K	\$280K	\$303K	\$293K
Median Sales Price	\$277K	\$320K	\$295K	\$285K	\$300K	\$295K	\$268K	\$275K	\$368K	\$293K	\$283K	\$310K	\$319K
Med Sales Price as a % of Med Est Value	128%	115%	106%	120%	110%	105%	108%	97%	114%	110%	101%	102%	109%