

## 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	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	22	18	+22.2%	42	29	+44.8%
New Listing Volume	\$8,211,200	\$6,868,300	+19.6%	\$15,246,500	\$10,069,900	+51.4%
Active Listing Count	34	41	-17.1%	NA	NA	
Active Listing Volume	\$15,932,400	\$15,305,000	+4.1%	NA	NA	
Average Listing Price	\$468,600	\$373,293	+25.5%	\$457,285	\$391,533	+16.8%
Median Listing Price	\$404,950	\$319,900	+26.6%	\$359,117	\$319,900	+12.3%
Median Days in RPR	47.5	112	-57.6%	72.07	110.55	-34.8%
Months of Inventory	1.8	3.4	-47.6%	2.4	4.6	-46.9%
Absorption Rate	55.88%	29.27%	+26.6%	40.85%	21.69%	+19.2%
Sales Activity Charts Metrics					• • • • • • • • • • • • • • • • • • • •	
New Pending Sales Count	23	16	+43.8%	39	28	+39.3%
New Pending Sales Volume	\$7,997,700	\$6,157,100	+29.9%	\$14,635,500	\$10,420,600	+40.4%
Pending Sales Count	43	18	+138.9%	NA	N/A	
Pending Sales Volume	\$15,811,300	\$6,701,400	+135.9%	NA	N/A	
Closed Sales Count	10	17	-41.2%	29	29	+-
Closed Sales Volume	\$3,700,638	\$5,673,695	-34.8%	\$9,934,130	\$9,062,060	+9.6%
Average Sales Price	\$370,064	\$333,747	+10.9%	\$342,556	\$312,485	+9.6%
Median Sales Price	\$354,750	\$315,305	+12.5%	\$318,011	\$295,937	+7.5%

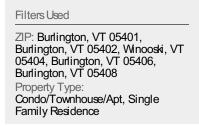


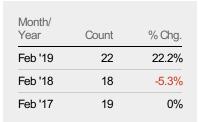


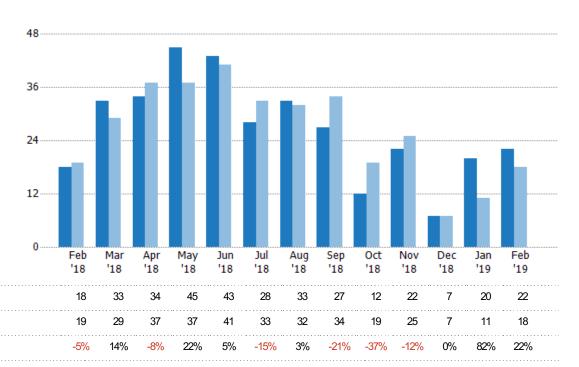


#### **New Listings**

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







### **New Listing Volume**

Percent Change from Prior Year

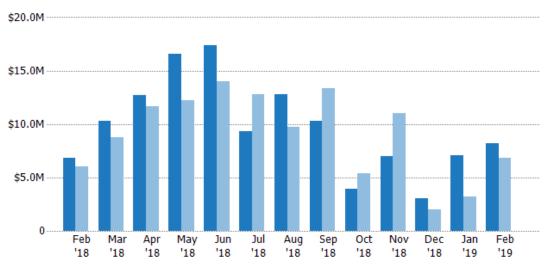
The sum of the listing price of residential listings that were added each month.

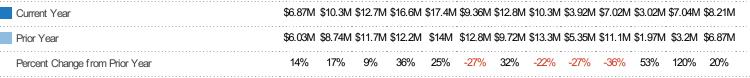
Filters U	æd
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Current Year
Prior Year

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

Month/ Year	Volume	% Chg.
Feb '19	\$8.21M	19.6%
Feb '18	\$6.87M	13.9%
Feb '17	\$6.03M	-11.1%









#### **Active Listings**

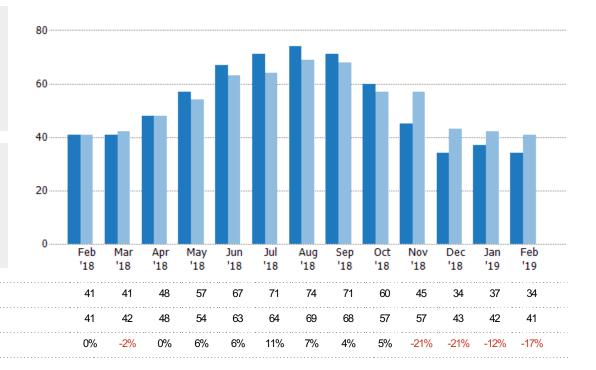
The number of active residential listings at the end of each month.

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.
Feb '19	34	-17.1%
Feb '18	41	0%
Feb '17	41	26.8%



#### **Active Listing Volume**

Percent Change from Prior Year

Current Year

Prior Year

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

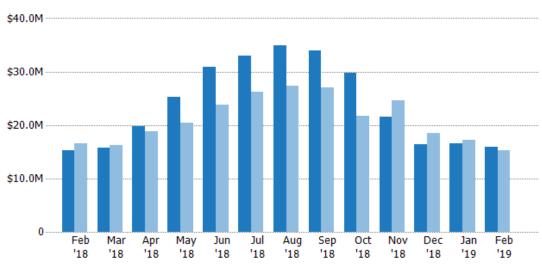
Filters Used

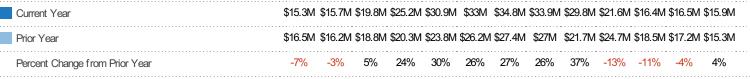
ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408

Property Type:

Condo/Townhouse/Apt, Single Family Residence

Month/	\/al	0/ Cha
Year Feb '19	Volume \$15.9M	% Chg. 4.1%
Feb '18	\$15.3M	-7.1%
Feb '17	\$16.5M	10%







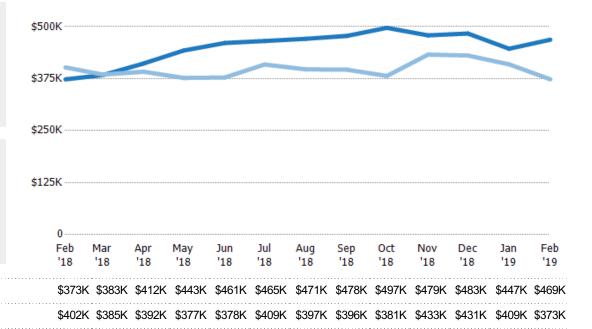


#### **Average Listing Price**

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

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

Month/ Year	Price	% Chg.
Feb '19	\$469K	25.5%
Feb '18	\$373K	-7.1%
Feb '17	\$402K	-13.2%



30%

11%

12%

26%

### Median Listing Price

Percent Change from Prior Year

Current Year

Prior Year

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/ % Chg. Year Price Feb '19 \$405K 26.6%

Feb '18 \$320K 0% Feb '17 \$320K -9.4%

Percent Change from Prior Year

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\$250K												
\$125K												
0123K												
PIZJI												
0												
0 Feb	Mar										Jan	
0 Feb '18	Mar	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19



Current Year

Prior Year



18%

13%

18%

24%

2%

0%

8%

-10%

14%

0%

17%

22%

14%

18%

21%

Family Residence

Avg Est Value

Avg Listing Price

### Market Data Report

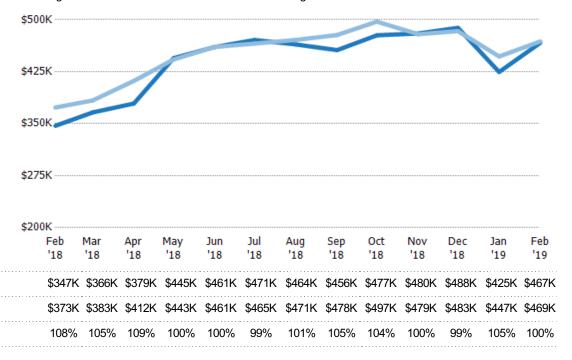
#### Average Listing Price vs Average Est Value

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

Filters Used

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

Property Type:
Condo/Townhouse/Apt, Single



#### 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.

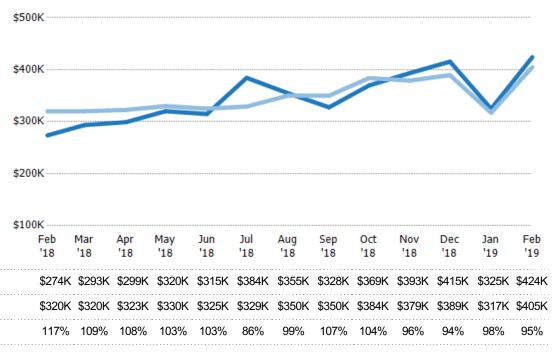
Filters Used

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

Property Type:

Avg Listing Price as a % of Avg Est Value

Condo/Townhouse/Apt, Single Family Residence





Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value



#### Median Days in RPR

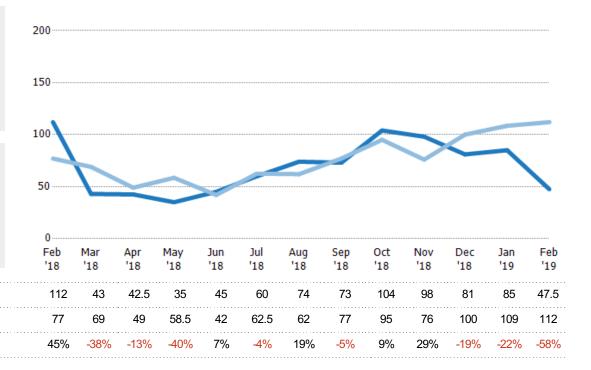
The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR

Filters Used

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

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

Month/ Year	Days	% Chg.
Feb '19	47.5	-57.6%
Feb '18	112	45.5%
Feb '17	77	93.5%



### Months of Inventory

Percent Change from Prior Year

Current Year

Prior Year

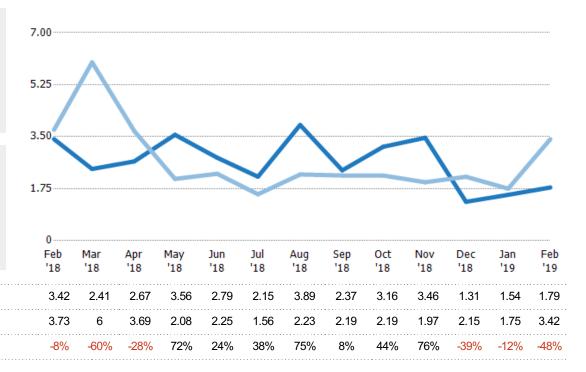
The number of months it would take to exhaust active listings at the current sales rate.

Eilters 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.
Feb '19	1.79	-47.6%
Feb '18	3.42	-8.3%
Feb '17	3.73	-26.6%

Percent Change from Prior Year



Current Year

Prior Year

#### **Absorption Rate**

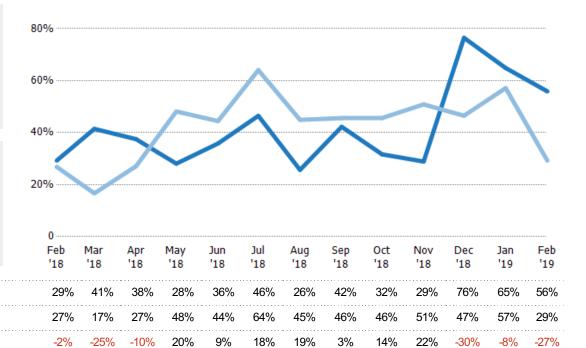
The percentage of inventory sold per month.

### 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	Rate	Chg.
Feb '19	56%	-26.6%
Feb '18	29%	-2.4%
Feb '17	27%	36.2%



### 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,

Current Year

Change from Prior Year

Prior Year

Burlington, VT 05408 Property Type:

Condo/Townhouse/Apt, Single Family Residence

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								<b>\</b>				
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18		Nov '18	Dec '18	Jan '19	F
) eb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct				
eb 18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	'18	'18	'19	

Active Pending

Sold





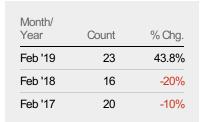
#### **New Pending Sales**

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



Current Year

Prior Year

Filters Used



#### New Pending Sales Volume

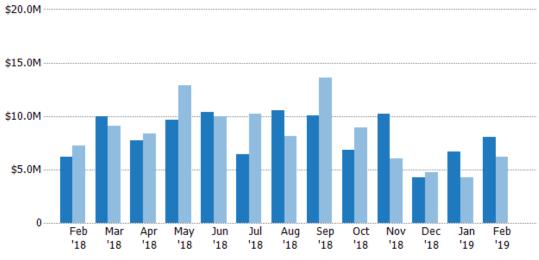
Percent Change from Prior Year

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

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.
Feb '19	\$8M	29.9%
Feb '18	\$6.16M	-14.8%
Feb '17	\$7.22M	-33.2%





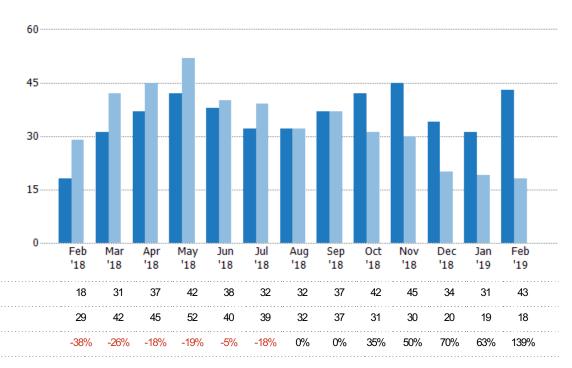


#### **Pending Sales**

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



Month/ Year	Count	% Chg.
Feb '19	43	138.9%
Feb '18	18	-37.9%
Feb '17	29	20.7%



### Pending Sales Volume

Percent Change from Prior Year

Current Year

Prior Year

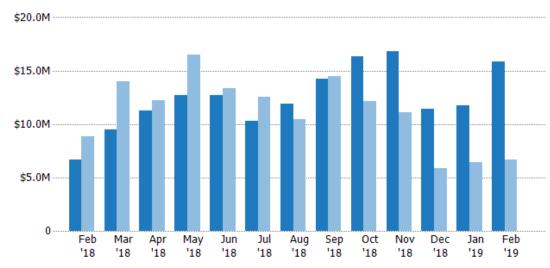
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

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.
Feb '19	\$15.8M	135.9%
Feb '18	\$6.7M	-24.2%
Feb '17	\$8.84M	2.2%









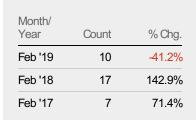
#### **Closed Sales**

The total number of residential properties sold each month.

Filters Used

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

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





#### Closed Sales Volume

Percent Change from Prior Year

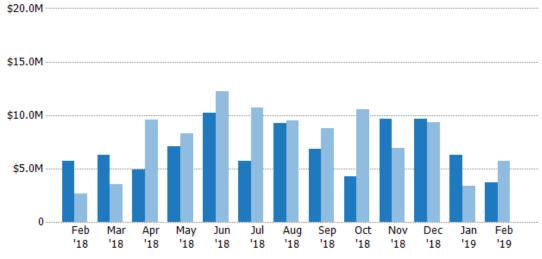
The sum of the sales price of residential properties sold each month.

Filters Used

Current Year
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

Month/ Year	Volume	% Chg.
Feb '19	\$3.7M	-34.8%
Feb '18	\$5.67M	116.7%
Feb '17	\$2.62M	32.4%







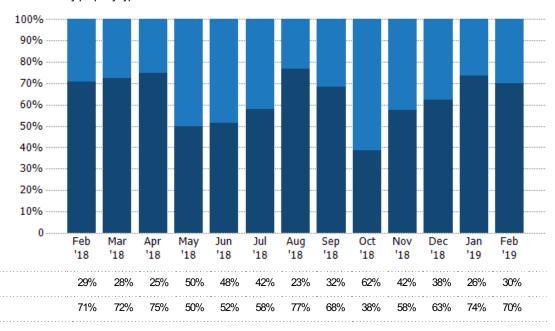
#### Closed Sales by Property Type

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

Filters Used

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

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



#### **Average Sales Price**

Single Family Residence

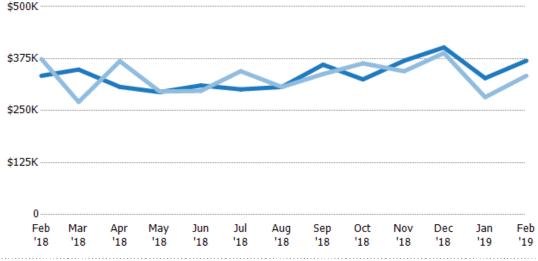
Condo/Townhouse

The average sales price of the 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

Price	% Chg.
\$370K	10.9%
\$334K	-10.8%
\$374K	-22.7%
	\$370K \$334K



Current Year	\$334K	\$349K	\$307K	\$294K	\$311K	\$301K	\$307K	\$360K	\$325K	\$370K	\$402K	\$328K	\$370K
Prior Year	\$374K	\$271K	\$369K	\$296K	\$298K	\$345K	\$307K	\$338K	\$364K	\$345K	\$388K	\$282K	\$334K
Percent Change from Prior Year	-11%	29%	-17%	-1%	4%	-13%	0%	7%	-11%	7%	3%	16%	11%



20%

### Market Data Report

#### Median Sales Price

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

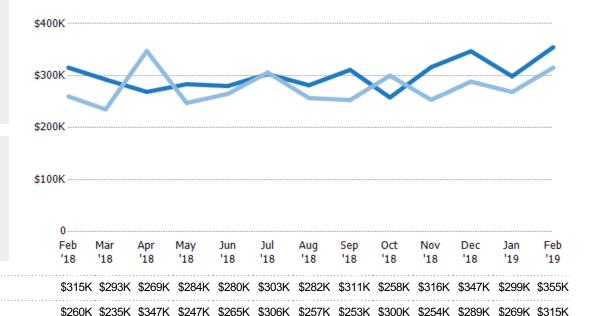
#### Filters Used

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

Family Residence

Month/ Year	Price	% Chg.
Feb '19	\$355K	12.5%
Feb '18	\$315K	21.3%
Feb '17	\$260K	-28.7%

Percent Change from Prior Year



10%

15%

6%

### 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

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

Avg Sales Price as a % of Avg List Price

Family Residence





Avg List Price Avg Sales Price Median List Price

Median Sales Price

### Market Data Report

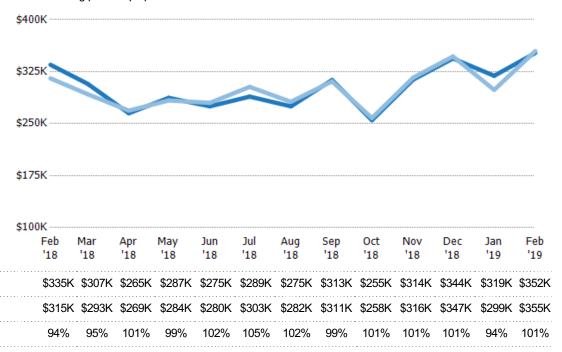
#### Median Sales Price vs Median Listing Price

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



#### 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.

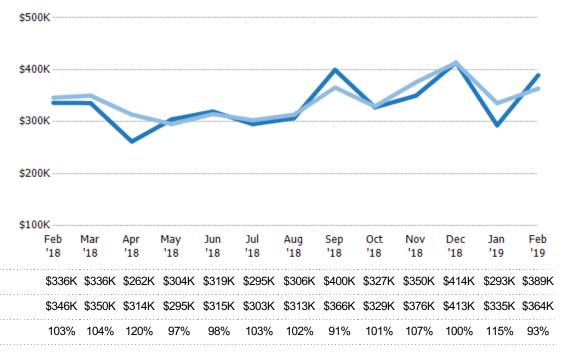
Eilters Used

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

Property Type:

Med Sales Price as a % of Med List Price

Condo/Townhouse/Apt, Single Family Residence





Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value



#### 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

Median Est Value

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

