

## 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 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	21	34	-38.2%	93	96	-3.1%
New Listing Volume	\$7,856,100	\$12,732,400	-38.3%	\$33,304,300	\$33,057,055	+0.7%
Active Listing Count	–	48	–	N/A	N/A	
Active Listing Volume	–	\$19,756,355	–	N/A	N/A	
Average Listing Price	–	\$411,591	–	\$456,810	\$395,195	+15.6%
Median Listing Price	–	\$322,500	–	\$374,581	\$320,649	+16.8%
Median Days in RPR	–	42.5	–	49.61	73.97	-32.9%
Months of Inventory	–	2.7	-100%	1.6	3	-46.3%
Absorption Rate	–	37.5%	–	61.76%	33.14%	+28.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	14	25	-44%	84	87	-3.4%
New Pending Sales Volume	\$5,494,700	\$7,691,100	-28.6%	\$30,207,900	\$28,072,500	+7.6%
Pending Sales Count	–	37	–	N/A	N/A	
Pending Sales Volume	–	\$11,282,000	–	N/A	N/A	
Closed Sales Count	14	16	-12.5%	61	63	-3.2%
Closed Sales Volume	\$4,608,900	\$4,913,780	-6.2%	\$20,036,380	\$20,252,740	-1.1%
Average Sales Price	\$329,207	\$307,111	+7.2%	\$328,465	\$321,472	+2.2%
Median Sales Price	\$275,750	\$268,750	+2.6%	\$293,186	\$288,051	+1.8%

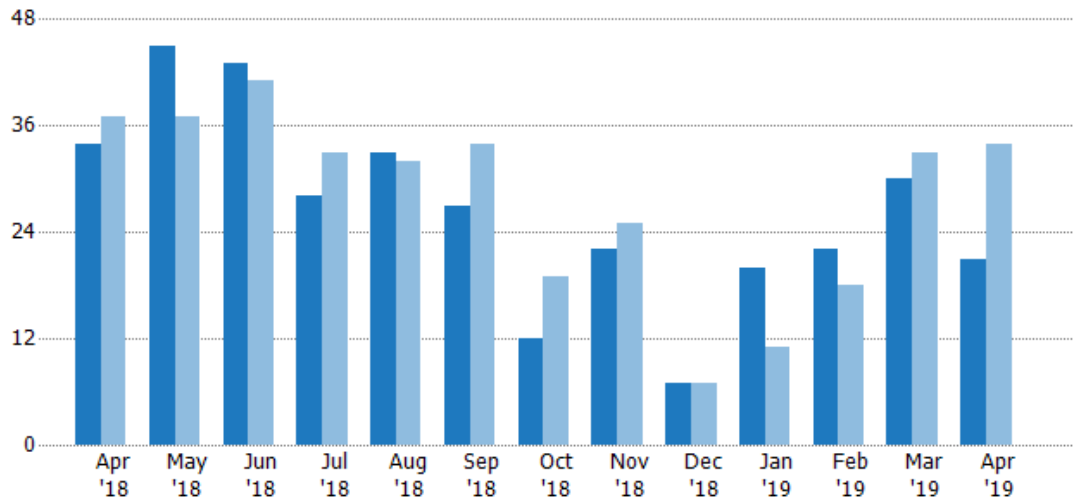
## New Listings

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.
Apr '19	21	-38.2%
Apr '18	34	-8.1%
Apr '17	37	-16.2%



Current Year	34	45	43	28	33	27	12	22	7	20	22	30	21
Prior Year	37	37	41	33	32	34	19	25	7	11	18	33	34
Percent Change from Prior Year	-8%	22%	5%	-15%	3%	-21%	-37%	-12%	0%	82%	22%	-9%	-38%

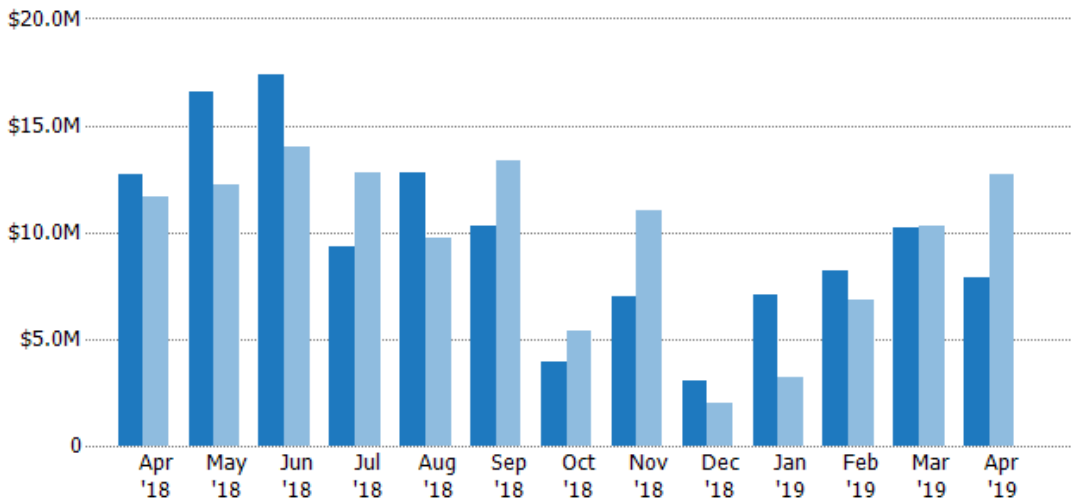
## New Listing Volume

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.
Apr '19	\$7.86M	-38.3%
Apr '18	\$12.7M	9%
Apr '17	\$11.7M	-14.6%



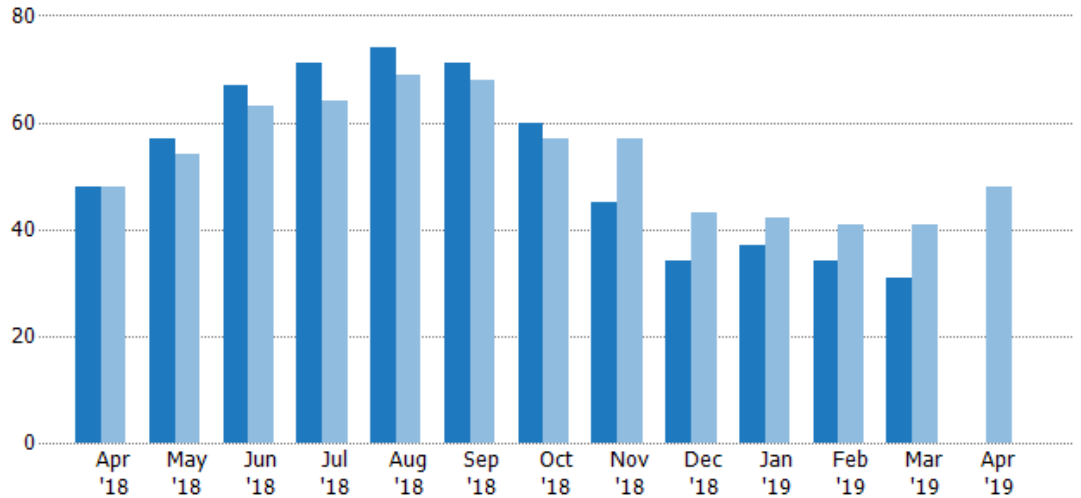
Current Year	\$12.7M	\$16.6M	\$17.4M	\$9.36M	\$12.8M	\$10.3M	\$3.92M	\$7.02M	\$3.02M	\$7.04M	\$8.21M	\$10.2M	\$7.86M
Prior Year	\$11.7M	\$12.2M	\$14M	\$12.8M	\$9.72M	\$13.3M	\$5.35M	\$11.1M	\$1.97M	\$3.2M	\$6.87M	\$10.3M	\$12.7M
Percent Change from Prior Year	9%	36%	25%	-27%	32%	-22%	-27%	-36%	53%	120%	20%	-1%	-38%

## 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



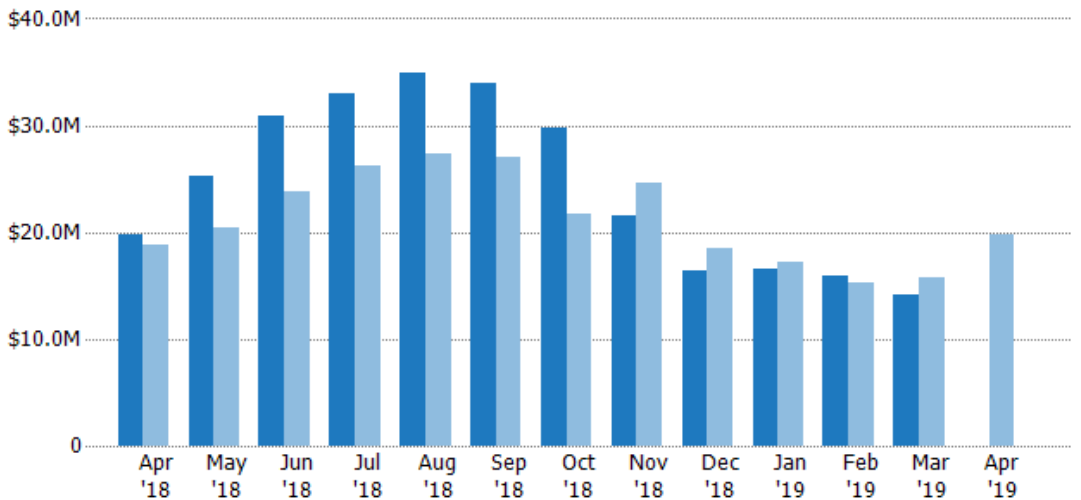
Current Year	48	57	67	71	74	71	60	45	34	37	34	31	-
Prior Year	48	54	63	64	69	68	57	57	43	42	41	41	48
Percent Change from Prior Year	0%	6%	6%	11%	7%	4%	5%	-21%	-21%	-12%	-17%	-24%	-100%

## 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



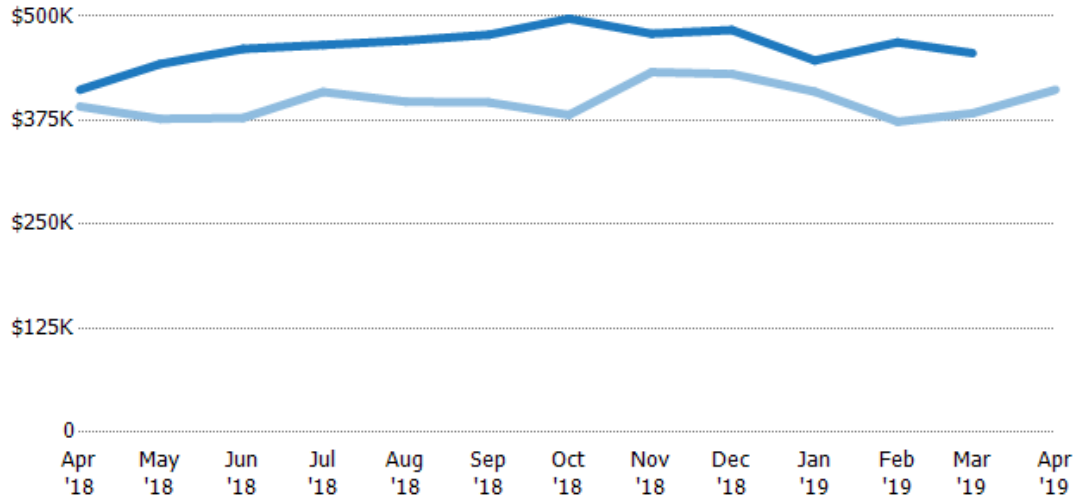
Current Year	\$19.8M	\$25.2M	\$30.9M	\$33M	\$34.8M	\$33.9M	\$29.8M	\$21.6M	\$16.4M	\$16.5M	\$15.9M	\$14.1M	-
Prior Year	\$18.8M	\$20.3M	\$23.8M	\$26.2M	\$27.4M	\$27M	\$21.7M	\$24.7M	\$18.5M	\$17.2M	\$15.3M	\$15.7M	\$19.8M
Percent Change from Prior Year	5%	24%	30%	26%	27%	26%	37%	-13%	-11%	-4%	4%	-10%	-100%

## 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



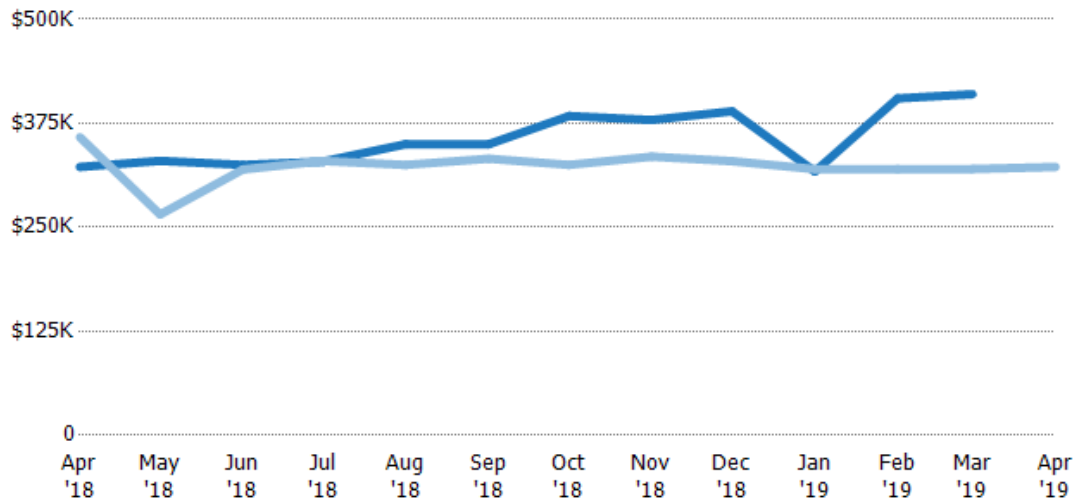
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$412K	\$443K	\$461K	\$465K	\$471K	\$478K	\$497K	\$479K	\$483K	\$447K	\$469K	\$456K	-
Prior Year	\$392K	\$377K	\$378K	\$409K	\$397K	\$396K	\$381K	\$433K	\$431K	\$409K	\$373K	\$383K	\$412K
Percent Change from Prior Year	5%	17%	22%	14%	18%	21%	30%	11%	12%	9%	26%	19%	-100%

## 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



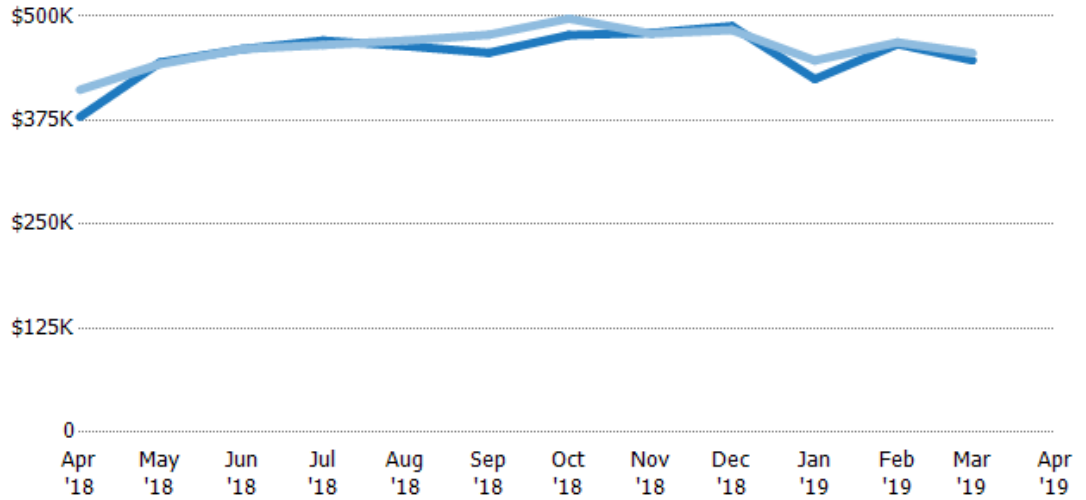
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$323K	\$330K	\$325K	\$329K	\$350K	\$350K	\$384K	\$379K	\$389K	\$317K	\$405K	\$410K	-
Prior Year	\$358K	\$265K	\$320K	\$330K	\$325K	\$332K	\$325K	\$335K	\$330K	\$320K	\$320K	\$320K	\$323K
Percent Change from Prior Year	-10%	24%	2%	0%	8%	5%	18%	13%	18%	-1%	27%	28%	-100%

## 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



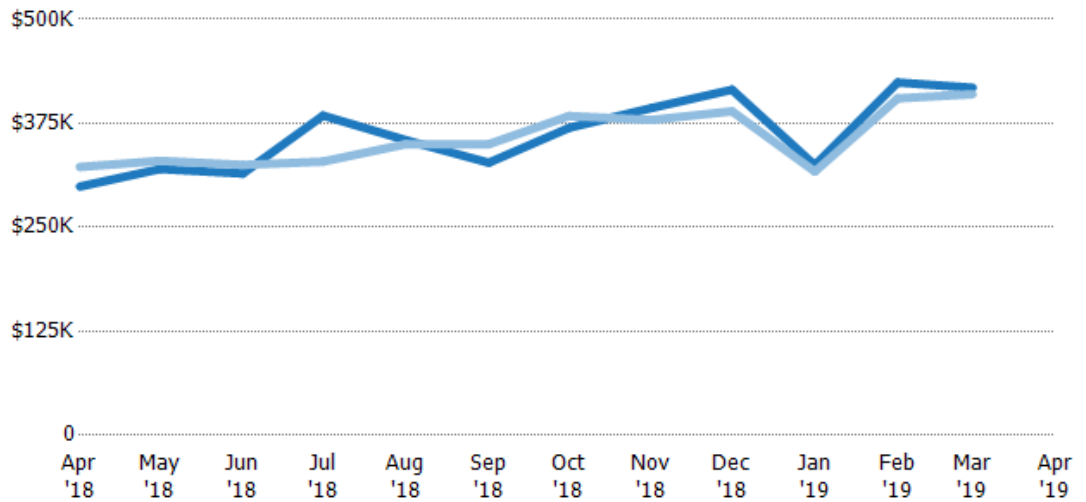
Avg Est Value	\$379K	\$445K	\$461K	\$471K	\$464K	\$456K	\$477K	\$480K	\$488K	\$425K	\$467K	\$447K	-
Avg Listing Price	\$412K	\$443K	\$461K	\$465K	\$471K	\$478K	\$497K	\$479K	\$483K	\$447K	\$469K	\$456K	-
Avg Listing Price as a % of Avg Est Value	109%	100%	100%	99%	101%	105%	104%	100%	99%	105%	100%	102%	-

## 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:  
Condo/Townhouse/Apt, Single  
Family Residence



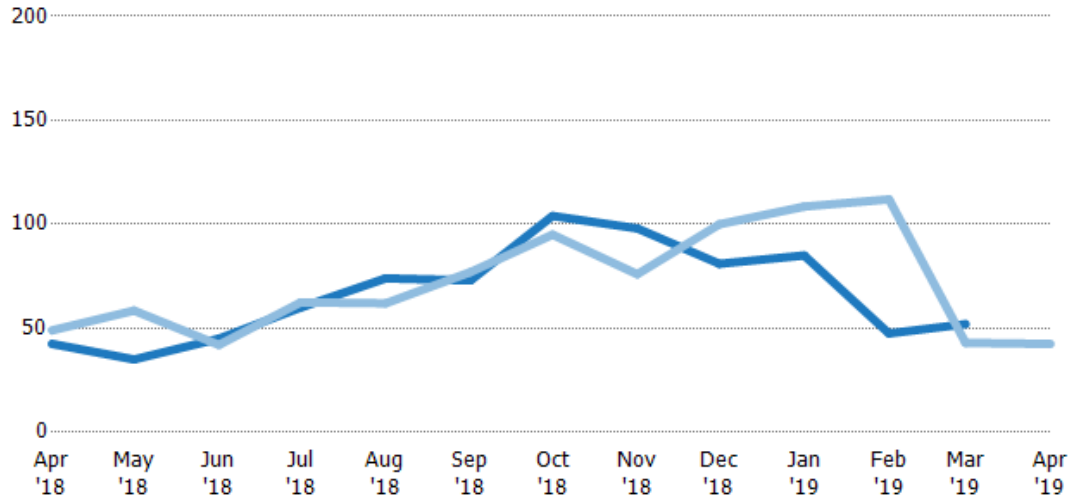
Median Est Value	\$299K	\$320K	\$315K	\$384K	\$355K	\$328K	\$369K	\$393K	\$415K	\$325K	\$424K	\$418K	-
Median Listing Price	\$323K	\$330K	\$325K	\$329K	\$350K	\$350K	\$384K	\$379K	\$389K	\$317K	\$405K	\$410K	-
Med Listing Price as a % of Med Est Value	108%	103%	103%	86%	99%	107%	104%	96%	94%	98%	95%	98%	-

## 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



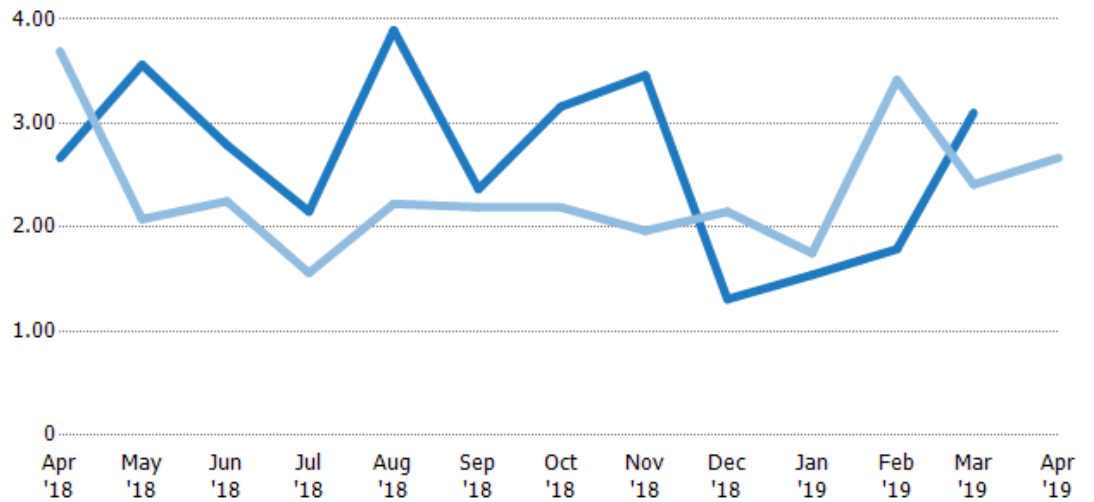
Current Year	42.5	35	45	60	74	73	104	98	81	85	47.5	52	-
Prior Year	49	58.5	42	62.5	62	77	95	76	100	109	112	43	42.5
Percent Change from Prior Year	-13%	-40%	7%	-4%	19%	-5%	9%	29%	-19%	-22%	-58%	21%	-100%

## 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,  
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Burlington, VT 05408  
Property Type:  
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Family Residence



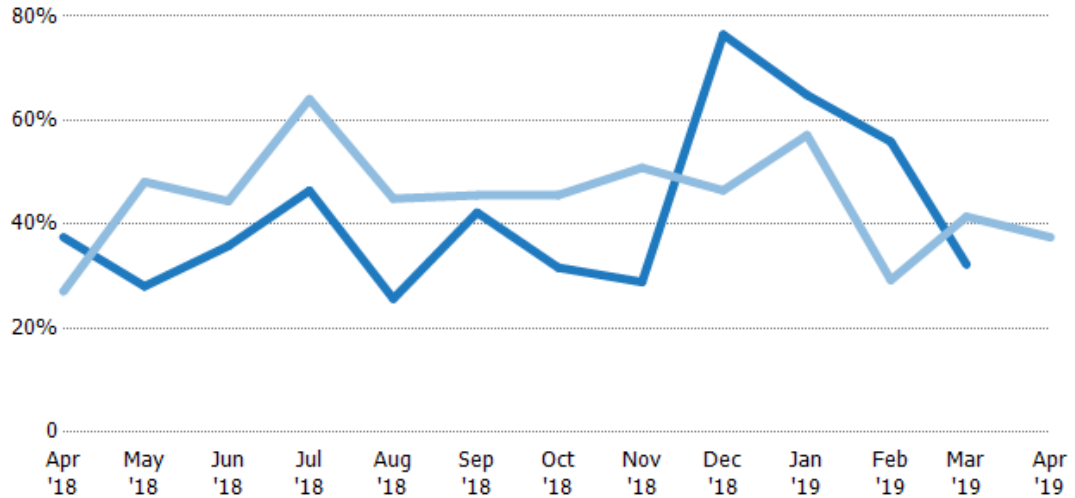
Current Year	2.67	3.56	2.79	2.15	3.89	2.37	3.16	3.46	1.31	1.54	1.79	3.1	-
Prior Year	3.69	2.08	2.25	1.56	2.23	2.19	2.19	1.97	2.15	1.75	3.42	2.41	2.67
Percent Change from Prior Year	-28%	72%	24%	38%	75%	8%	44%	76%	-39%	-12%	-48%	29%	-100%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Burlington, VT 05401,  
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 05404, Burlington, VT 05406,  
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 Property Type:  
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 Family Residence



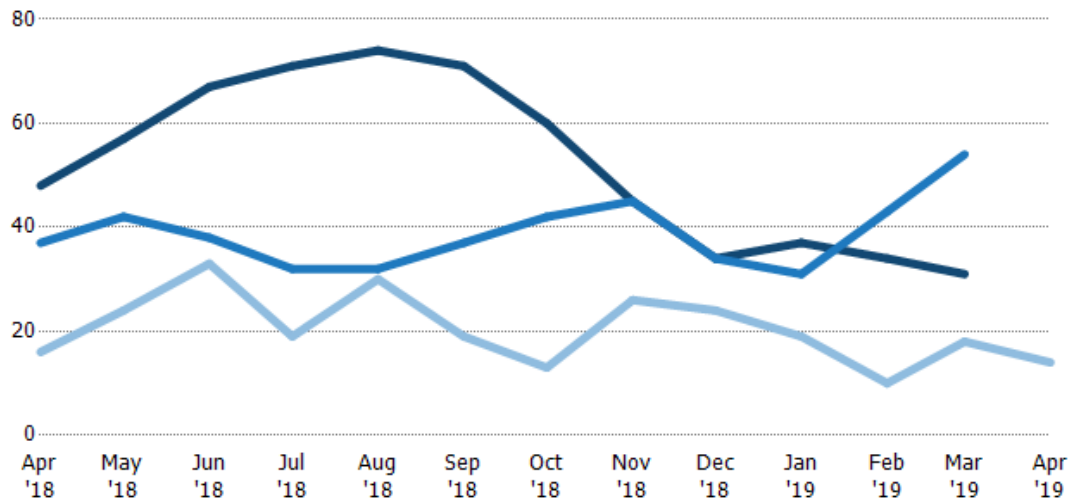
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	38%	28%	36%	46%	26%	42%	32%	29%	76%	65%	56%	32%	-
Prior Year	27%	48%	44%	64%	45%	46%	46%	51%	47%	57%	29%	41%	38%
Change from Prior Year	-10%	20%	9%	18%	19%	3%	14%	22%	-30%	-8%	-27%	9%	38%

## 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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Active	48	57	67	71	74	71	60	45	34	37	34	31	-
Pending	37	42	38	32	32	37	42	45	34	31	43	54	-
Sold	16	24	33	19	30	19	13	26	24	19	10	18	14

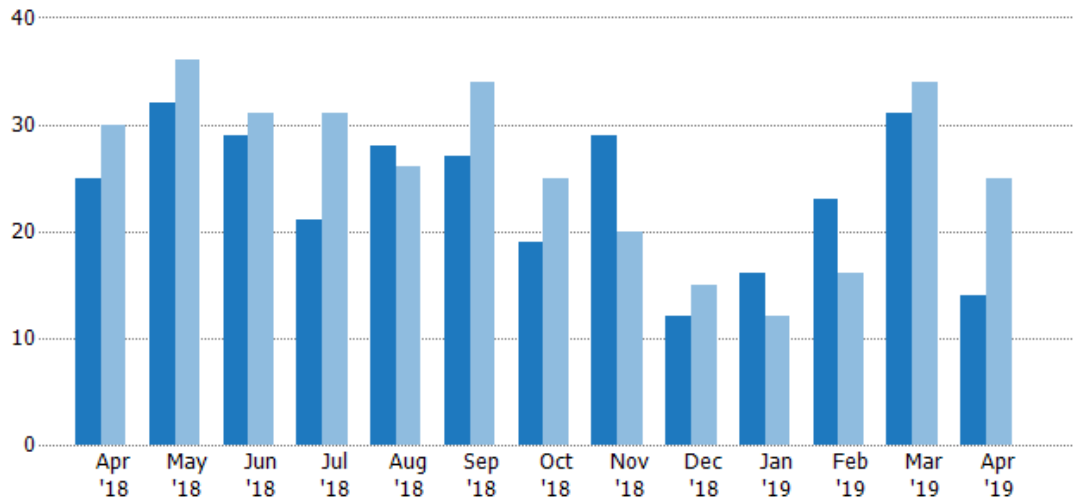
## New Pending Sales

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.
Apr '19	14	-44%
Apr '18	25	-16.7%
Apr '17	30	-23.3%



Current Year	25	32	29	21	28	27	19	29	12	16	23	31	14
Prior Year	30	36	31	31	26	34	25	20	15	12	16	34	25
Percent Change from Prior Year	-17%	-11%	-6%	-32%	8%	-21%	-24%	45%	-20%	33%	44%	-9%	-44%

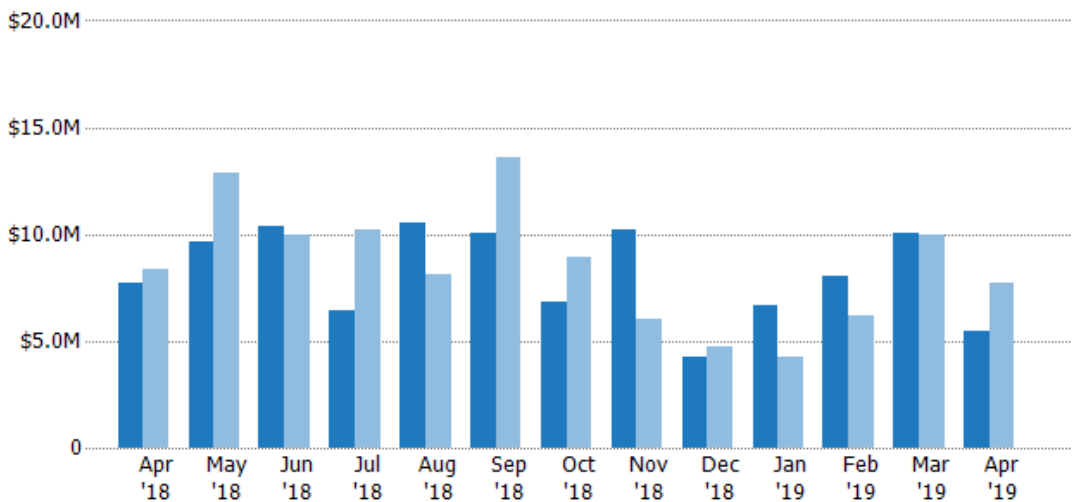
## New Pending Sales Volume

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.
Apr '19	\$5.49M	-28.6%
Apr '18	\$7.69M	-7.8%
Apr '17	\$8.34M	-14%



Current Year	\$7.69M	\$9.61M	\$10.4M	\$6.39M	\$10.5M	\$10.1M	\$6.86M	\$10.2M	\$4.27M	\$6.64M	\$8M	\$10.1M	\$5.49M
Prior Year	\$8.34M	\$12.9M	\$9.99M	\$10.2M	\$8.12M	\$13.6M	\$8.94M	\$6.06M	\$4.74M	\$4.26M	\$6.16M	\$9.96M	\$7.69M
Percent Change from Prior Year	-8%	-25%	4%	-37%	30%	-26%	-23%	69%	-10%	56%	30%	1%	-29%

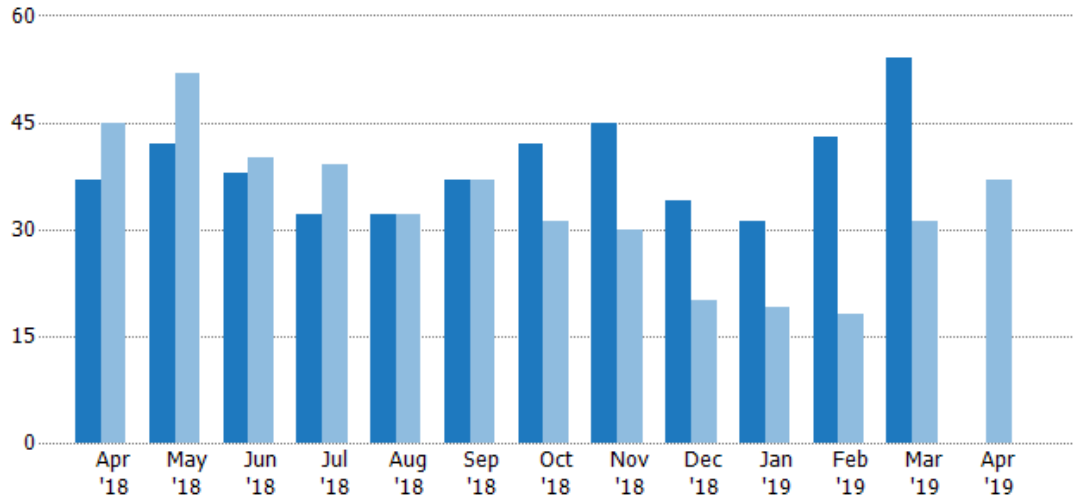


## Pending Sales

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



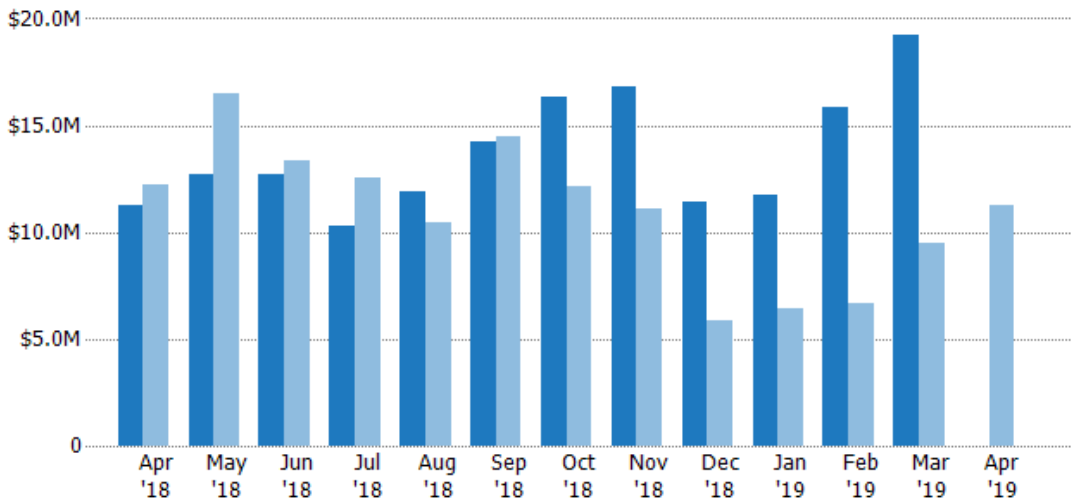
Current Year	37	42	38	32	32	37	42	45	34	31	43	54	-
Prior Year	45	52	40	39	32	37	31	30	20	19	18	31	37
Percent Change from Prior Year	-18%	-19%	-5%	-18%	0%	0%	35%	50%	70%	63%	139%	74%	-100%

## 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



Current Year	\$11.3M	\$12.7M	\$12.7M	\$10.3M	\$11.9M	\$14.2M	\$16.4M	\$16.8M	\$11.4M	\$11.7M	\$15.8M	\$19.3M	-
Prior Year	\$12.2M	\$16.5M	\$13.4M	\$12.6M	\$10.5M	\$14.5M	\$12.2M	\$11.1M	\$5.86M	\$6.42M	\$6.7M	\$9.46M	\$11.3M
Percent Change from Prior Year	-7%	-23%	-5%	-18%	14%	-1%	34%	52%	95%	82%	136%	104%	-100%

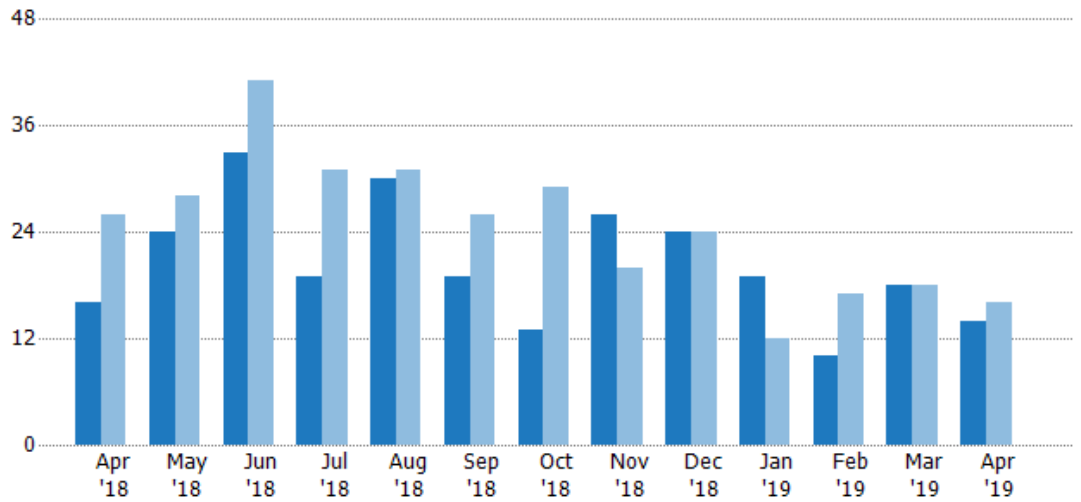
## Closed Sales

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.
Apr '19	14	-12.5%
Apr '18	16	-38.5%
Apr '17	26	-23.1%



Current Year	16	24	33	19	30	19	13	26	24	19	10	18	14
Prior Year	26	28	41	31	31	26	29	20	24	12	17	18	16
Percent Change from Prior Year	-38%	-14%	-20%	-39%	-3%	-27%	-55%	30%	0%	58%	-41%	0%	-13%

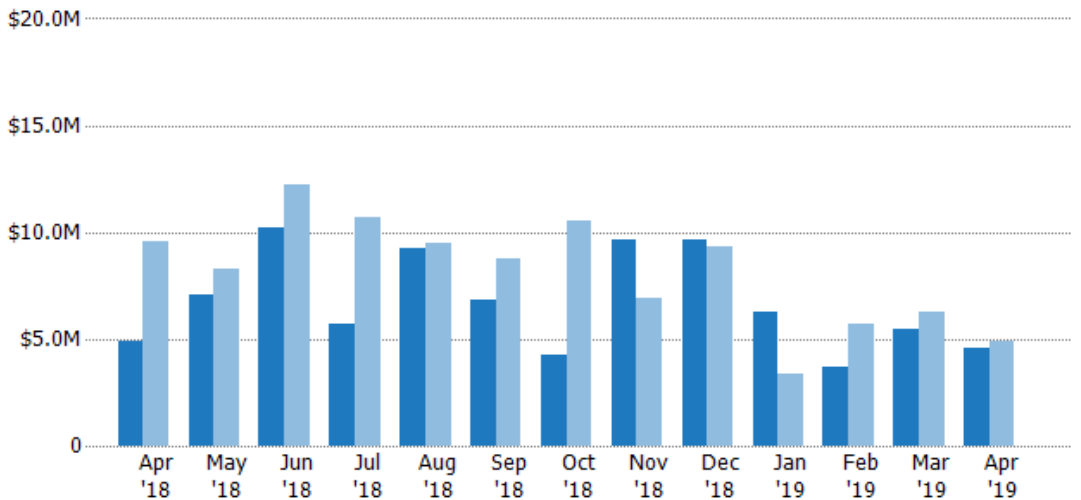
## Closed Sales Volume

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.
Apr '19	\$4.61M	-6.2%
Apr '18	\$4.91M	-48.8%
Apr '17	\$9.59M	-44.6%



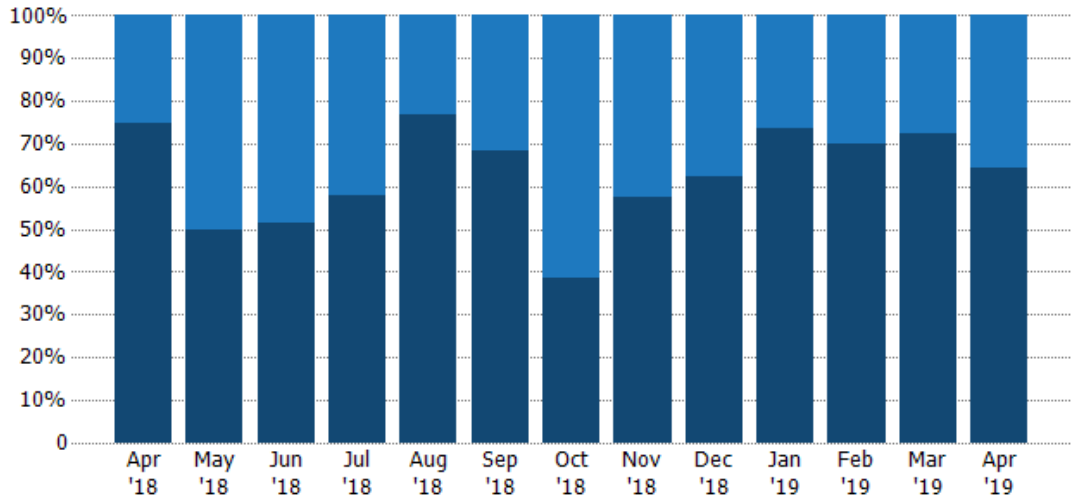
Current Year	\$4.91M	\$7.07M	\$10.2M	\$5.72M	\$9.21M	\$6.85M	\$4.23M	\$9.62M	\$9.65M	\$6.23M	\$3.7M	\$5.49M	\$4.61M
Prior Year	\$9.59M	\$8.29M	\$12.2M	\$10.7M	\$9.51M	\$8.79M	\$10.5M	\$6.9M	\$9.32M	\$3.39M	\$5.67M	\$6.28M	\$4.91M
Percent Change from Prior Year	-49%	-15%	-16%	-46%	-3%	-22%	-60%	40%	3%	84%	-35%	-12%	-6%

## 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



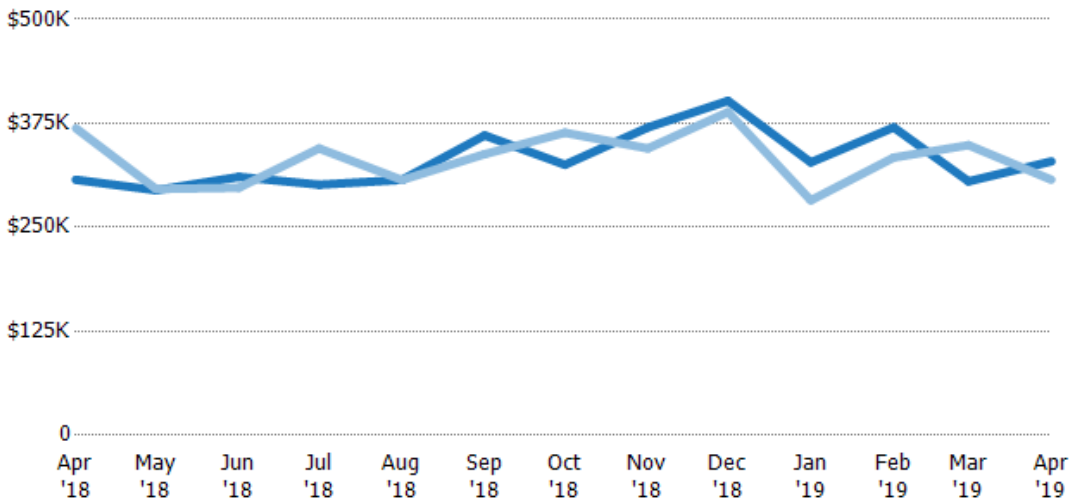
Condo/Townhouse	25%	50%	48%	42%	23%	32%	62%	42%	38%	26%	30%	28%	36%
Single Family Residence	75%	50%	52%	58%	77%	68%	38%	58%	63%	74%	70%	72%	64%

## 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



Month/Year	Price	% Chg.
Apr '19	\$329K	7.2%
Apr '18	\$307K	-16.8%
Apr '17	\$369K	-28%

Current Year	\$307K	\$294K	\$311K	\$301K	\$307K	\$360K	\$325K	\$370K	\$402K	\$328K	\$370K	\$305K	\$329K
Prior Year	\$369K	\$296K	\$298K	\$345K	\$307K	\$338K	\$364K	\$345K	\$388K	\$282K	\$334K	\$349K	\$307K
Percent Change from Prior Year	-17%	-1%	4%	-13%	0%	7%	-11%	7%	3%	16%	11%	-12%	7%

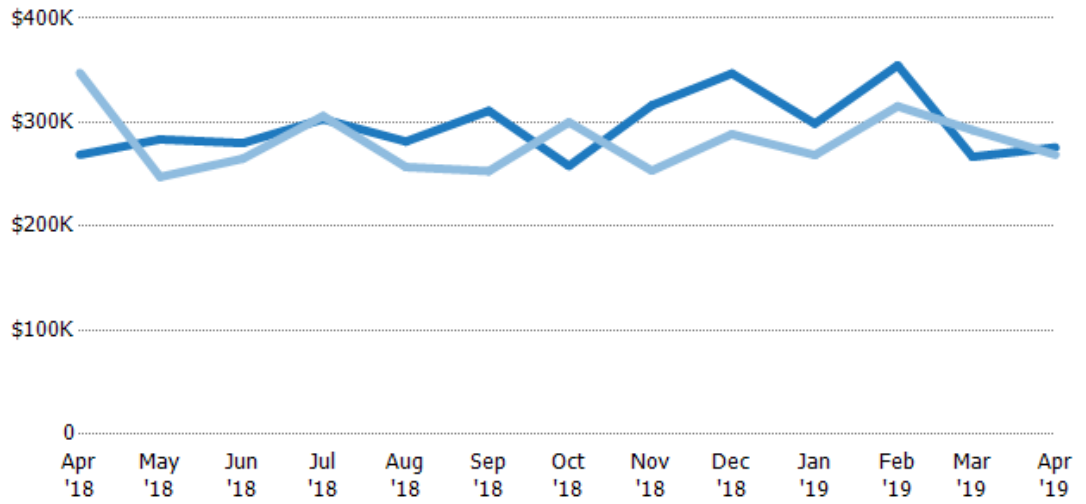
## Median Sales Price

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.
Apr '19	\$276K	2.6%
Apr '18	\$269K	-22.7%
Apr '17	\$347K	-21.4%



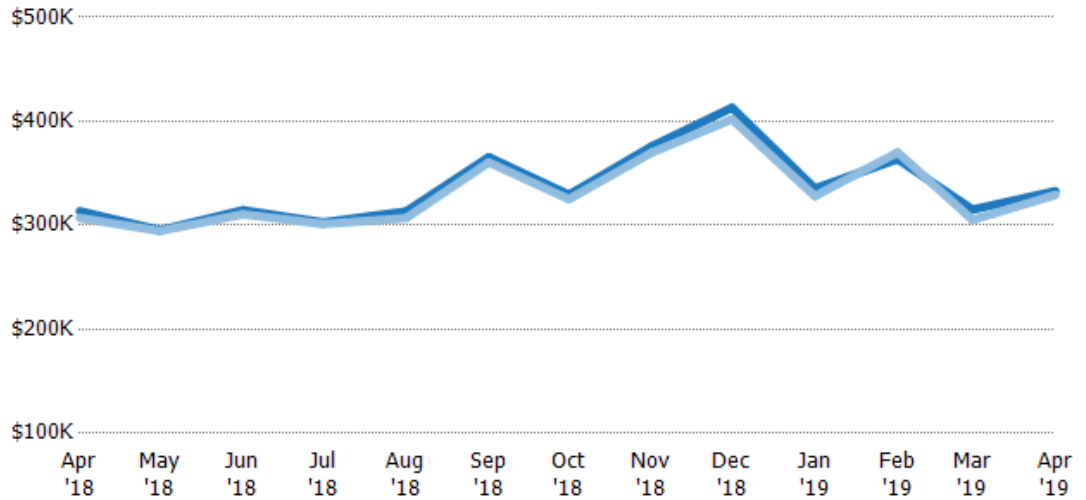
Current Year	\$269K	\$284K	\$280K	\$303K	\$282K	\$311K	\$258K	\$316K	\$347K	\$299K	\$355K	\$267K	\$276K
Prior Year	\$347K	\$247K	\$265K	\$306K	\$257K	\$253K	\$300K	\$254K	\$289K	\$269K	\$315K	\$293K	\$269K
Percent Change from Prior Year	-23%	15%	6%	-1%	10%	23%	-14%	25%	20%	11%	13%	-9%	3%

## 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



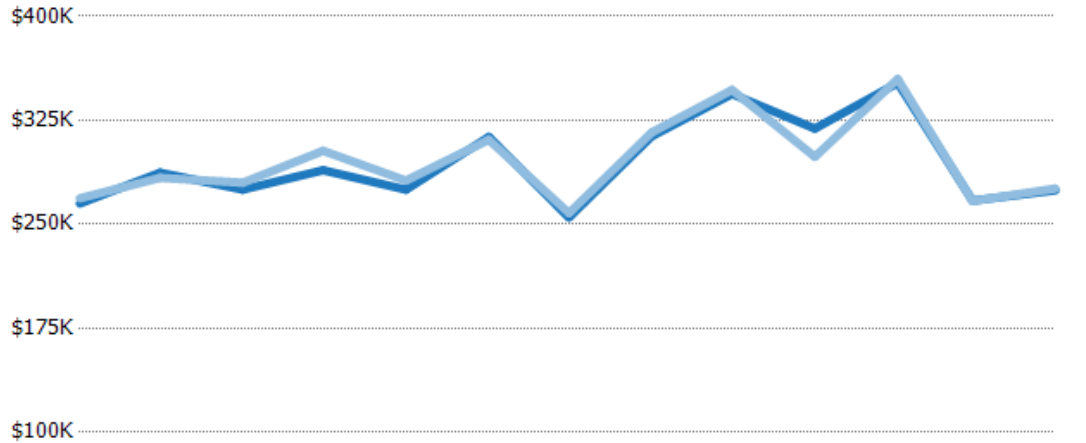
Avg List Price	\$314K	\$295K	\$315K	\$303K	\$313K	\$366K	\$329K	\$376K	\$413K	\$335K	\$364K	\$315K	\$333K
Avg Sales Price	\$307K	\$294K	\$311K	\$301K	\$307K	\$360K	\$325K	\$370K	\$402K	\$328K	\$370K	\$305K	\$329K
Avg Sales Price as a % of Avg List Price	98%	100%	99%	100%	98%	99%	99%	98%	97%	98%	102%	97%	99%

## 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



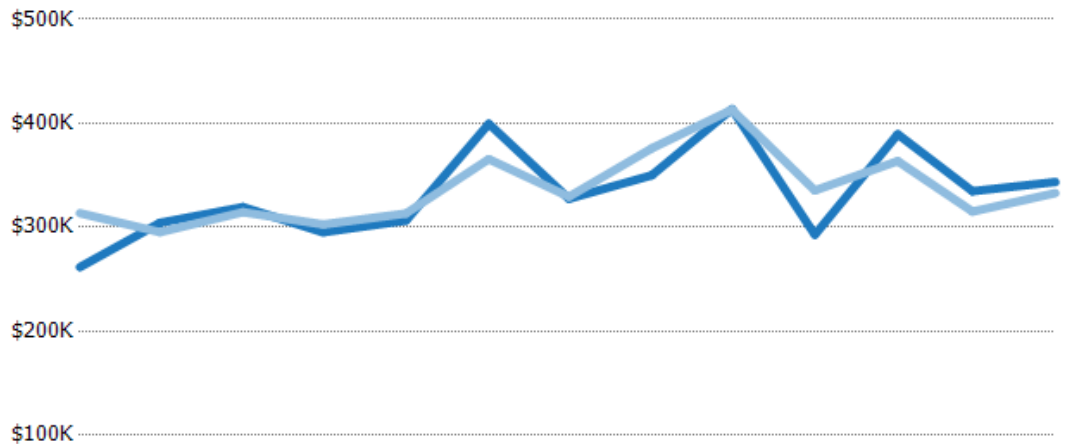
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median List Price	\$265K	\$287K	\$275K	\$289K	\$275K	\$313K	\$255K	\$314K	\$344K	\$319K	\$352K	\$267K	\$275K
Median Sales Price	\$269K	\$284K	\$280K	\$303K	\$282K	\$311K	\$258K	\$316K	\$347K	\$299K	\$355K	\$267K	\$276K
Med Sales Price as a % of Med List Price	101%	99%	102%	105%	102%	99%	101%	101%	101%	94%	101%	100%	100%

## 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



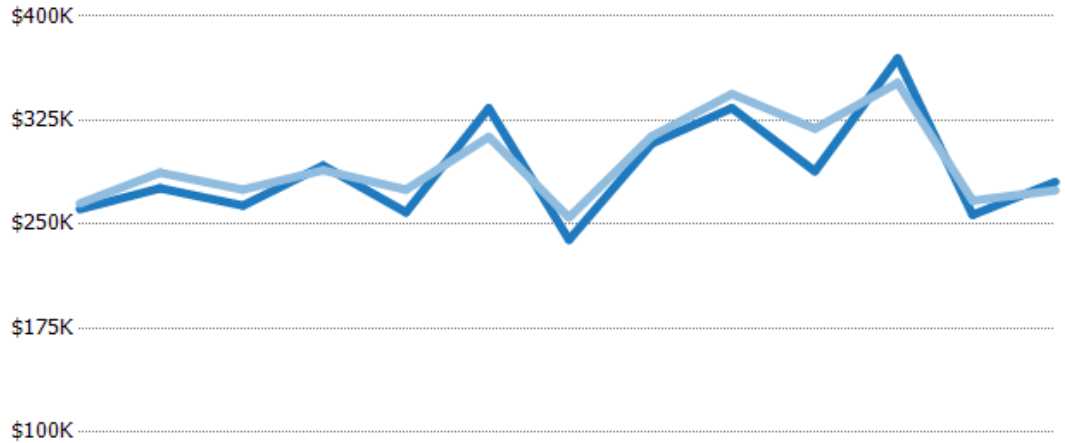
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$262K	\$304K	\$319K	\$295K	\$306K	\$400K	\$327K	\$350K	\$414K	\$293K	\$389K	\$335K	\$344K
Avg Sales Price	\$314K	\$295K	\$315K	\$303K	\$313K	\$366K	\$329K	\$376K	\$413K	\$335K	\$364K	\$315K	\$333K
Avg Sales Price as a % of Avg Est Value	120%	97%	98%	103%	102%	91%	101%	107%	100%	115%	93%	94%	97%

## 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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$261K	\$276K	\$263K	\$292K	\$259K	\$334K	\$239K	\$308K	\$334K	\$288K	\$370K	\$257K	\$281K
Median Sales Price	\$265K	\$287K	\$275K	\$289K	\$275K	\$313K	\$255K	\$314K	\$344K	\$319K	\$352K	\$267K	\$275K
Med Sales Price as a % of Med Est Value	102%	104%	104%	99%	106%	94%	107%	102%	103%	111%	95%	104%	98%