

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	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	45	46	-2.2%	154	142	+8.5%
New Listing Volume	\$17,221,775	\$16,984,600	+1.4%	\$58,996,475	\$50,046,355	+17.9%
Active Listing Count	44	59	-25.4%	N/A	N/A	
Active Listing Volume	\$18,066,175	\$25,588,455	-29.4%	N/A	N/A	
Average Listing Price	\$410,595	\$433,703	-5.3%	\$445,787	\$400,774	+11.2%
Median Listing Price	\$369,995	\$329,900	+12.2%	\$376,780	\$322,999	+16.7%
Median Days in RPR	30	35	-14.3%	47.8	63.84	-25.1%
Months of Inventory	1.6	3.7	-57.4%	2.1	2.7	-22.5%
Absorption Rate	63.64%	27.12%	+36.5%	47.28%	36.64%	+10.6%
Sales Activity Charts Metrics						
New Pending Sales Count	33	32	+3.1%	142	119	+19.3%
New Pending Sales Volume	\$14,873,600	\$9,608,800	+54.8%	\$55,276,200	\$37,681,300	+46.7%
Pending Sales Count	72	42	+71.4%	N/A	N/A	
Pending Sales Volume	\$29,813,400	\$12,740,000	+134%	N/A	N/A	
Closed Sales Count	22	24	-8.3%	97	87	+11.5%
Closed Sales Volume	\$8,266,150	\$7,067,861	+17%	\$33,018,211	\$27,320,601	+20.9%
Average Sales Price	\$375,734	\$294,494	+27.6%	\$340,394	\$314,030	+8.4%
Median Sales Price	\$366,000	\$283,500	+29.1%	\$307,891	\$286,795	+7.4%

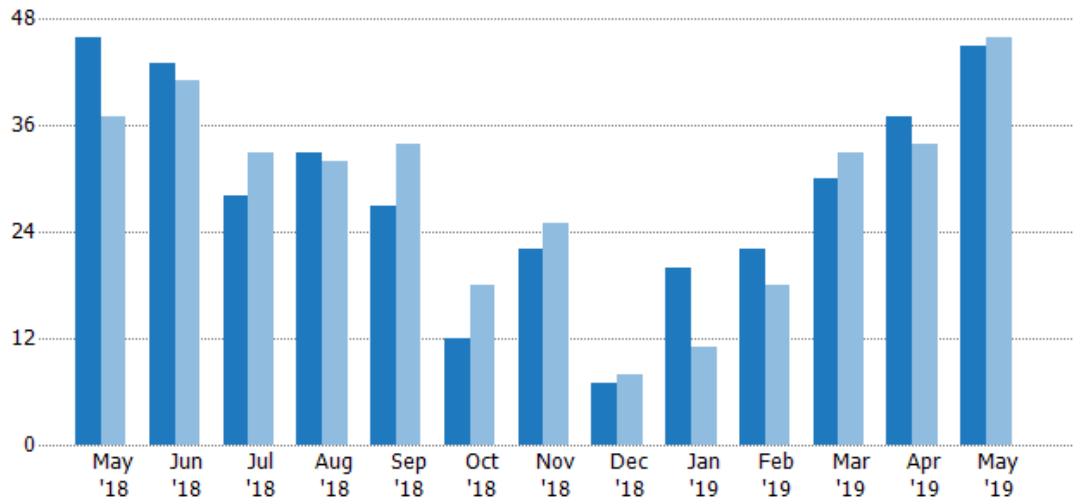
New Listings

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.
May '19	45	-2.2%
May '18	46	24.3%
May '17	37	-16.2%



Current Year	46	43	28	33	27	12	22	7	20	22	30	37	45
Prior Year	37	41	33	32	34	18	25	8	11	18	33	34	46
Percent Change from Prior Year	24%	5%	-15%	3%	-21%	-33%	-12%	-13%	82%	22%	-9%	9%	-2%

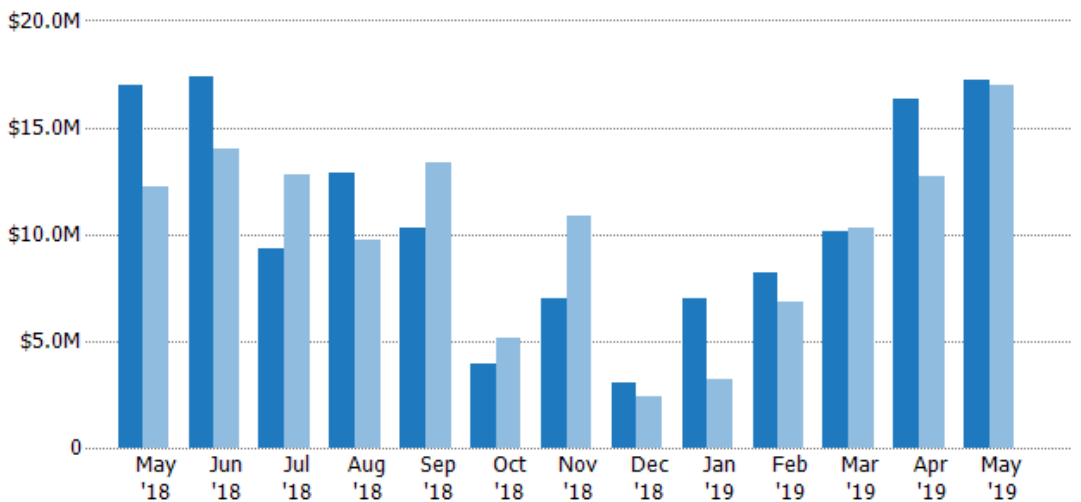
New Listing Volume

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.
May '19	\$17.2M	1.4%
May '18	\$17M	39.3%
May '17	\$12.2M	-12.1%



Current Year	\$17M	\$17.4M	\$9.36M	\$12.8M	\$10.3M	\$3.92M	\$7.02M	\$3.02M	\$7.03M	\$8.24M	\$10.2M	\$16.4M	\$17.2M
Prior Year	\$12.2M	\$14M	\$12.8M	\$9.72M	\$13.3M	\$5.13M	\$10.9M	\$2.44M	\$3.2M	\$6.87M	\$10.3M	\$12.7M	\$17M
Percent Change from Prior Year	39%	25%	-27%	32%	-22%	-24%	-35%	24%	119%	20%	-1%	28%	1%

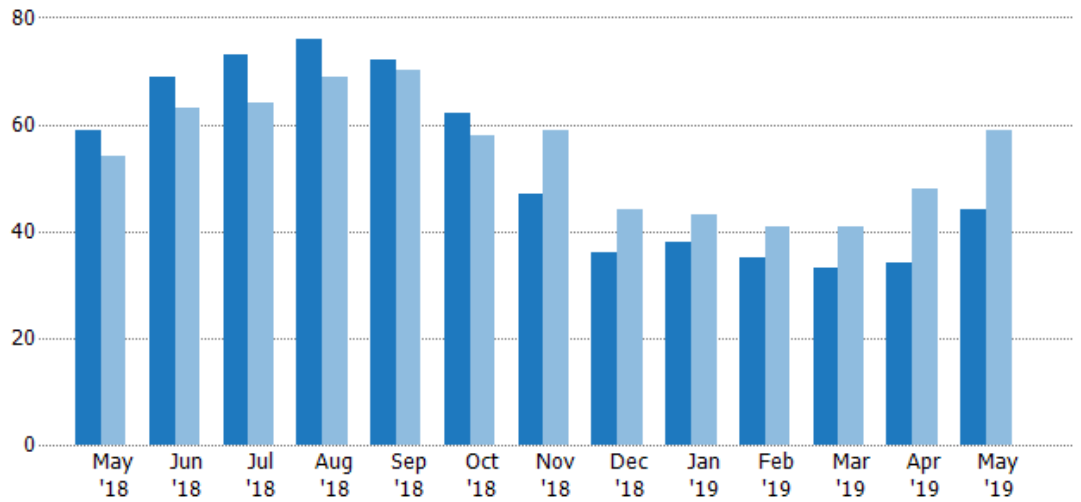
Active Listings

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.
May '19	44	-25.4%
May '18	59	9.3%
May '17	54	-14.8%



Current Year	59	69	73	76	72	62	47	36	38	35	33	34	44
Prior Year	54	63	64	69	70	58	59	44	43	41	41	48	59
Percent Change from Prior Year	9%	10%	14%	10%	3%	7%	-20%	-18%	-12%	-15%	-20%	-29%	-25%

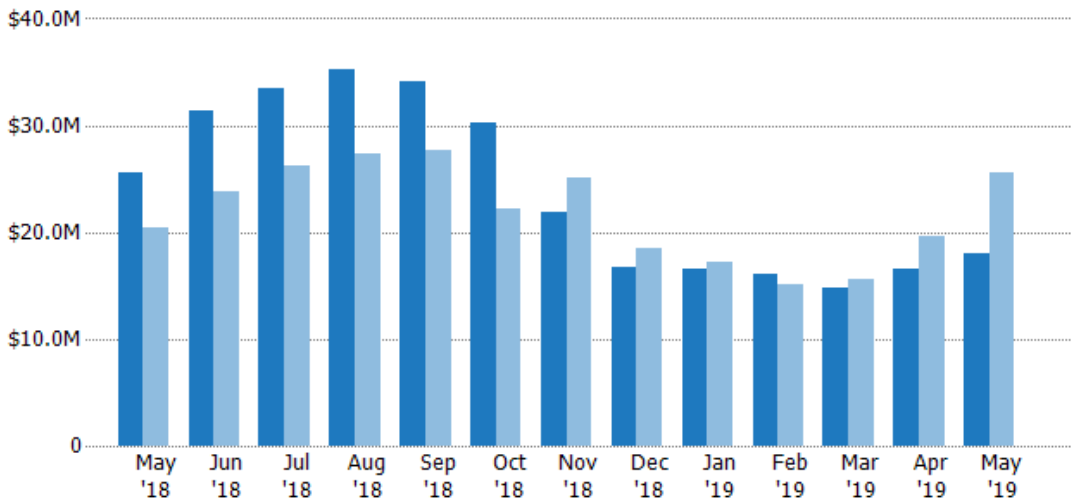
Active Listing Volume

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.
May '19	\$18.1M	-29.4%
May '18	\$25.6M	25.8%
May '17	\$20.3M	-20.2%



Current Year	\$25.6M	\$31.3M	\$33.4M	\$35.3M	\$34.2M	\$30.3M	\$21.9M	\$16.8M	\$16.6M	\$16M	\$14.8M	\$16.6M	\$18.1M
Prior Year	\$20.3M	\$23.8M	\$26.2M	\$27.4M	\$27.6M	\$22.2M	\$25.1M	\$18.5M	\$17.2M	\$15.1M	\$15.5M	\$19.6M	\$25.6M
Percent Change from Prior Year	26%	32%	28%	29%	24%	37%	-13%	-10%	-4%	6%	-5%	-15%	-29%

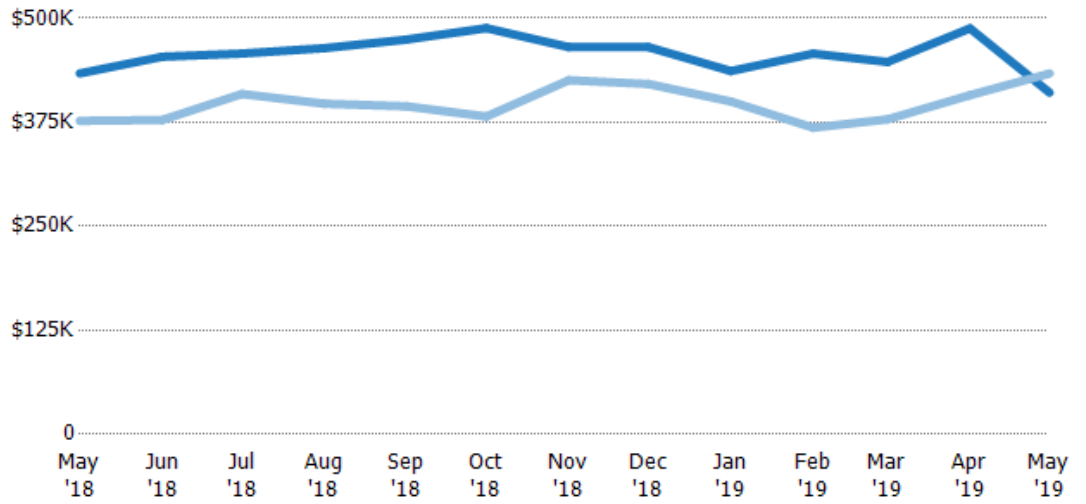
Average Listing Price

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.
May '19	\$411K	-5.3%
May '18	\$434K	15.1%
May '17	\$377K	-6.4%



Current Year	\$434K	\$454K	\$458K	\$464K	\$474K	\$488K	\$465K	\$465K	\$437K	\$458K	\$448K	\$488K	\$411K
Prior Year	\$377K	\$378K	\$409K	\$397K	\$394K	\$382K	\$426K	\$421K	\$400K	\$368K	\$379K	\$408K	\$434K
Percent Change from Prior Year	15%	20%	12%	17%	20%	28%	9%	11%	9%	24%	18%	20%	-5%

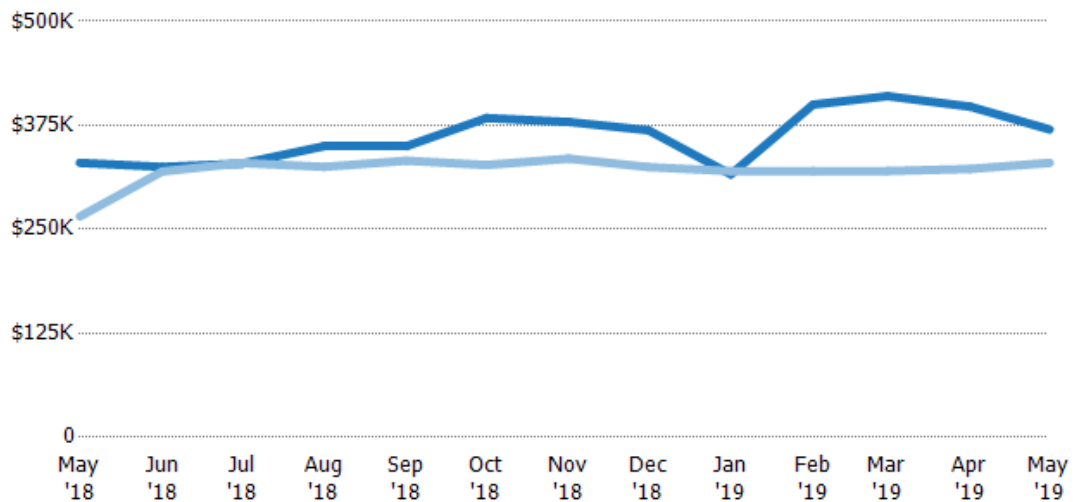
Median Listing Price

The median listing price of active residential listings at the end of each 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	Price	% Chg.
May '19	\$370K	12.2%
May '18	\$330K	24.3%
May '17	\$265K	3.1%



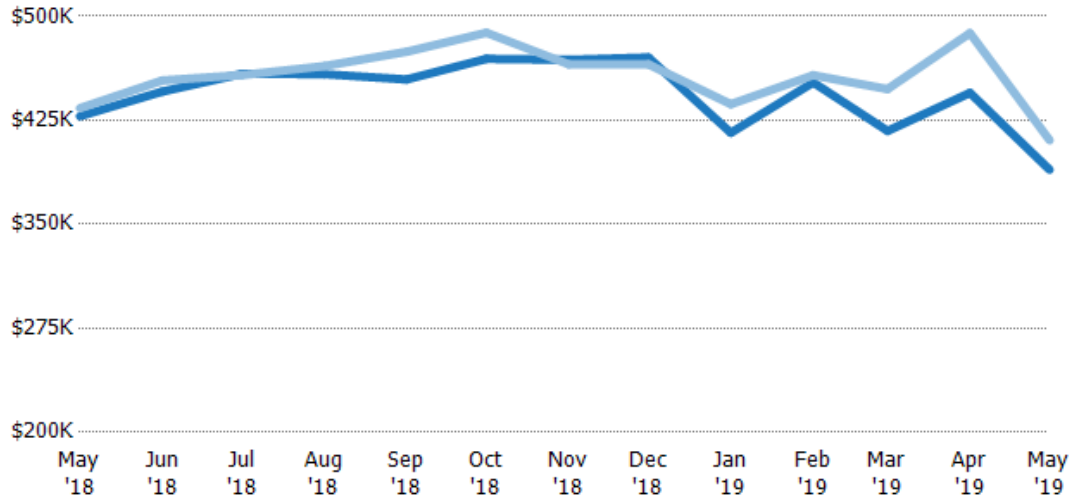
Current Year	\$330K	\$325K	\$329K	\$350K	\$350K	\$384K	\$379K	\$369K	\$316K	\$400K	\$410K	\$397K	\$370K
Prior Year	\$265K	\$320K	\$330K	\$325K	\$332K	\$327K	\$335K	\$325K	\$320K	\$320K	\$320K	\$323K	\$330K
Percent Change from Prior Year	24%	2%	0%	8%	5%	17%	13%	14%	-1%	25%	28%	23%	12%

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



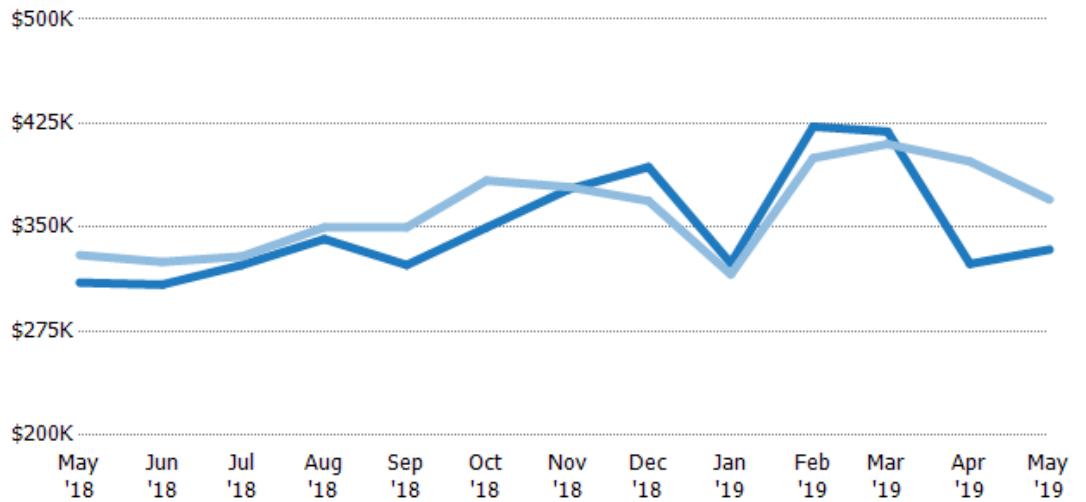
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$428K	\$446K	\$459K	\$458K	\$454K	\$469K	\$469K	\$470K	\$416K	\$452K	\$417K	\$445K	\$389K
Avg Listing Price	\$434K	\$454K	\$458K	\$464K	\$474K	\$488K	\$465K	\$465K	\$437K	\$458K	\$448K	\$488K	\$411K
Avg Listing Price as a % of Avg Est Value	101%	102%	100%	101%	104%	104%	99%	99%	105%	101%	107%	110%	105%

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



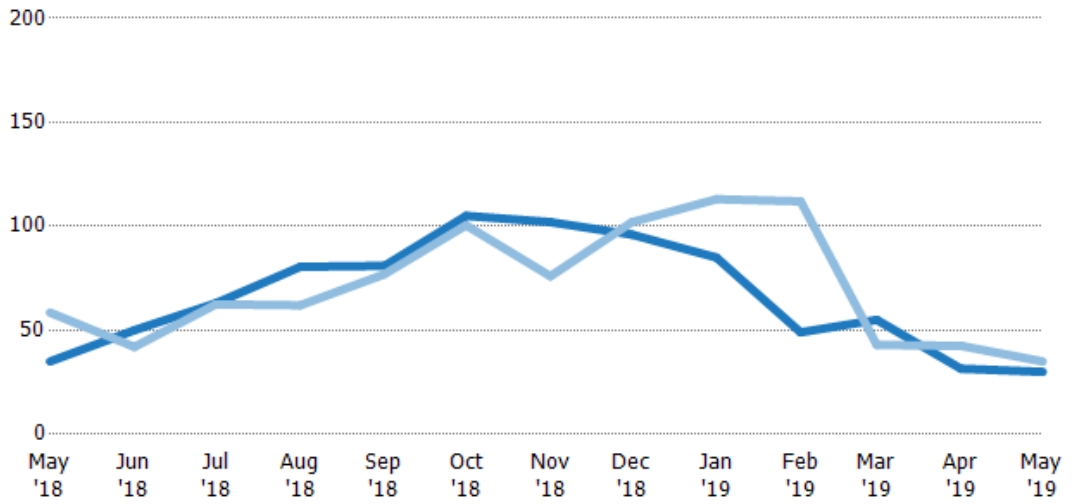
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$310K	\$309K	\$323K	\$341K	\$323K	\$350K	\$377K	\$393K	\$324K	\$423K	\$419K	\$324K	\$334K
Median Listing Price	\$330K	\$325K	\$329K	\$350K	\$350K	\$384K	\$379K	\$369K	\$316K	\$400K	\$410K	\$397K	\$370K
Med Listing Price as a % of Med Est Value	106%	105%	102%	102%	108%	110%	100%	94%	98%	95%	98%	123%	111%

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

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Family Residence



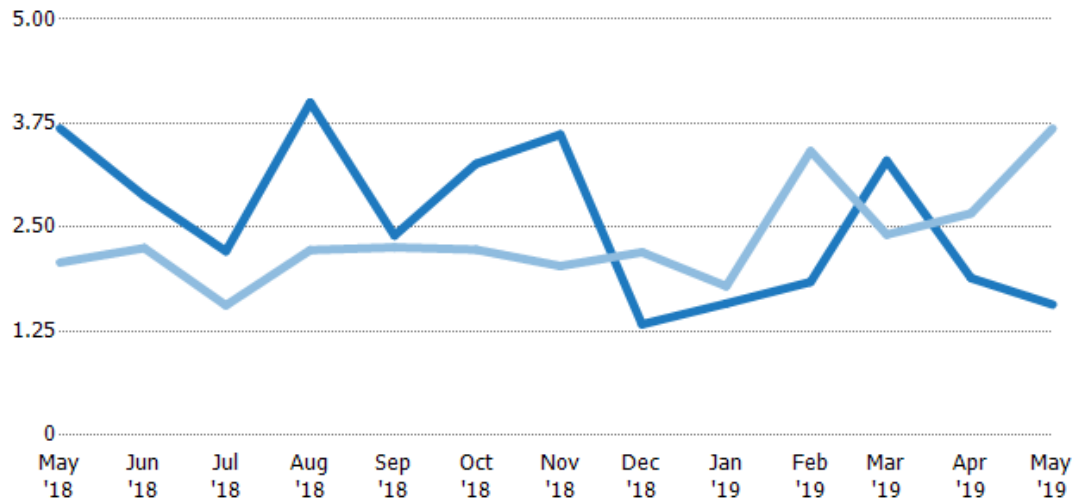
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	35	50	63	80.5	81	105	102	96	85	49	55	31.5	30
Prior Year	58.5	42	62.5	62	77	101	76	102	113	112	43	42.5	35
Percent Change from Prior Year	-40%	19%	1%	30%	5%	4%	34%	-6%	-25%	-56%	28%	-26%	-14%

Months of Inventory

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

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Family Residence



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	3.69	2.88	2.21	4	2.4	3.26	3.62	1.33	1.58	1.84	3.3	1.89	1.57
Prior Year	2.08	2.25	1.56	2.23	2.26	2.23	2.03	2.2	1.79	3.42	2.41	2.67	3.69
Percent Change from Prior Year	78%	28%	42%	80%	6%	46%	78%	-39%	-12%	-46%	37%	-29%	-57%

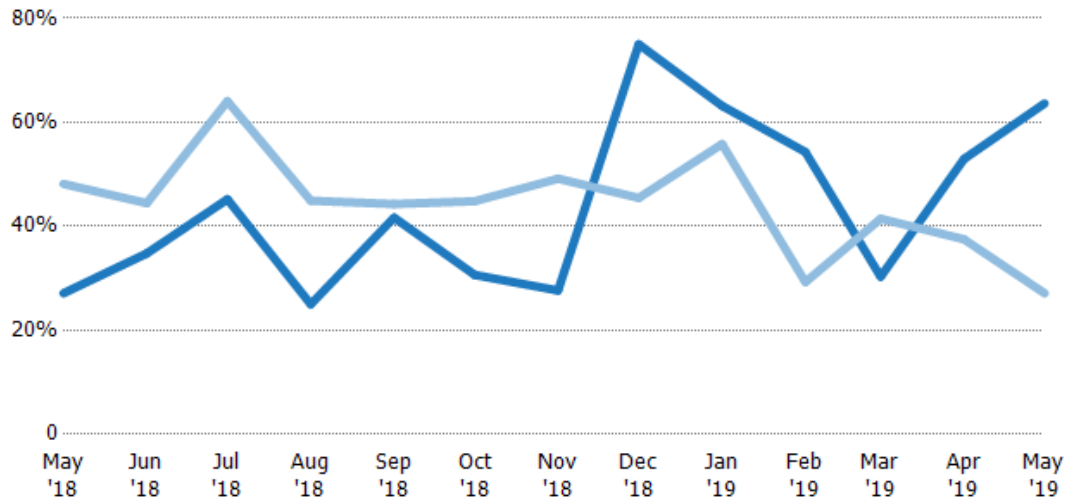
Absorption Rate

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.
May '19	64%	-36.5%
May '18	27%	21%
May '17	48%	-9.7%



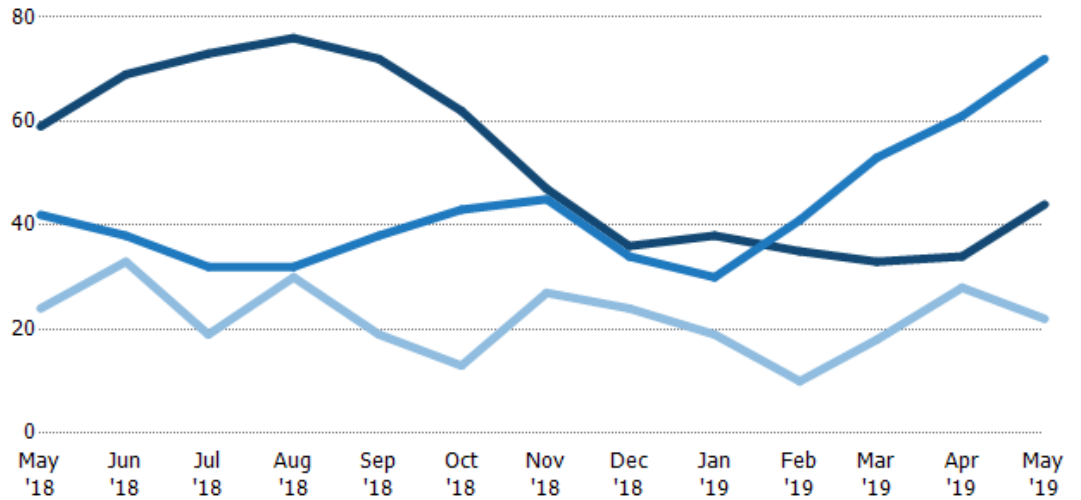
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	27%	35%	45%	25%	42%	31%	28%	75%	63%	54%	30%	53%	64%
Prior Year	48%	44%	64%	45%	44%	45%	49%	45%	56%	29%	41%	38%	27%
Change from Prior Year	21%	10%	19%	20%	3%	14%	22%	-30%	-7%	-25%	11%	-15%	-37%

Active/Pending/Sold Units

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

Filters Used

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Active	59	69	73	76	72	62	47	36	38	35	33	34	44
Pending	42	38	32	32	38	43	45	34	30	41	53	61	72
Sold	24	33	19	30	19	13	27	24	19	10	18	28	22

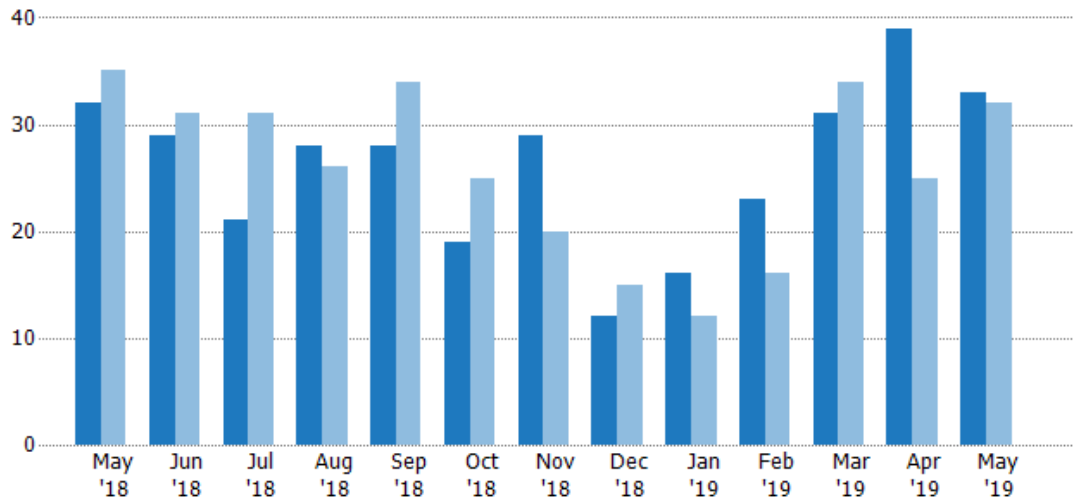
New Pending Sales

The number of residential properties with accepted offers that were added each 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	Count	% Chg.
May '19	33	3.1%
May '18	32	-8.6%
May '17	35	-25.7%



Current Year	32	29	21	28	28	19	29	12	16	23	31	39	33
Prior Year	35	31	31	26	34	25	20	15	12	16	34	25	32
Percent Change from Prior Year	-9%	-6%	-32%	8%	-18%	-24%	45%	-20%	33%	44%	-9%	56%	3%

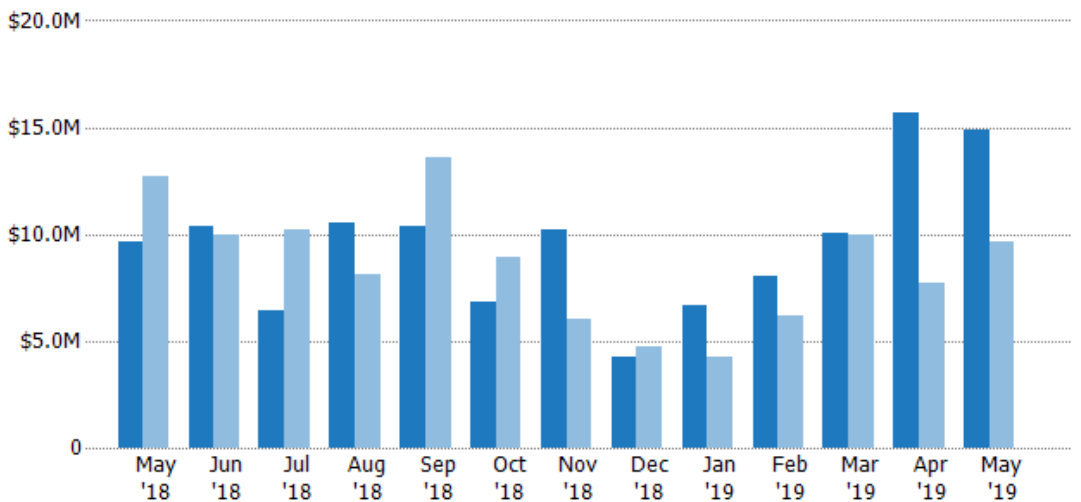
New Pending Sales Volume

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.
May '19	\$14.9M	54.8%
May '18	\$9.61M	-24.3%
May '17	\$12.7M	-41.3%



Current Year	\$9.61M	\$10.4M	\$6.39M	\$10.6M	\$10.4M	\$6.86M	\$10.2M	\$4.27M	\$6.64M	\$8M	\$10.1M	\$15.7M	\$14.9M
Prior Year	\$12.7M	\$9.99M	\$10.2M	\$8.12M	\$13.6M	\$8.94M	\$6.06M	\$4.74M	\$4.26M	\$6.16M	\$9.96M	\$7.69M	\$9.61M
Percent Change from Prior Year	-24%	4%	-37%	30%	-23%	-23%	69%	-10%	56%	30%	1%	104%	55%

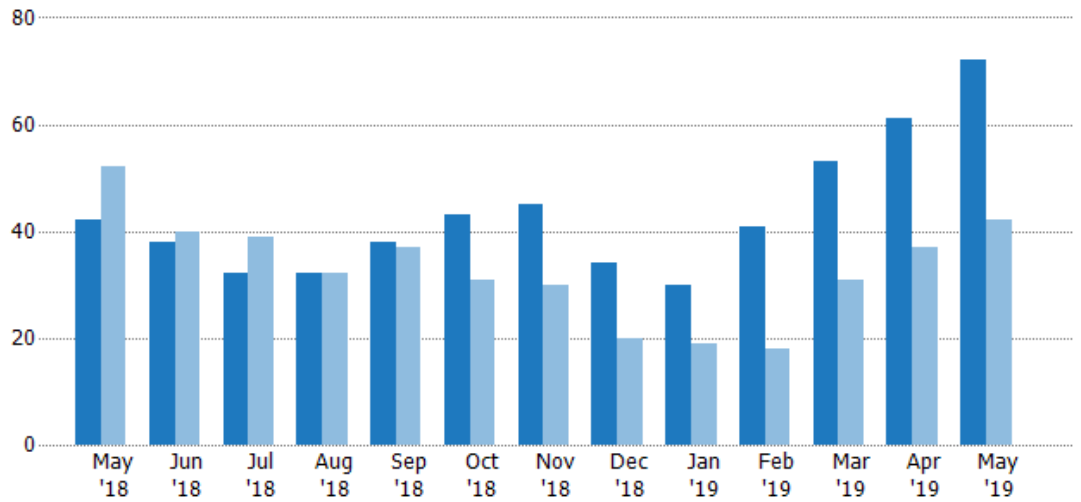
Pending Sales

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.
May '19	72	71.4%
May '18	42	-19.2%
May '17	52	13.5%



Current Year	42	38	32	32	38	43	45	34	30	41	53	61	72
Prior Year	52	40	39	32	37	31	30	20	19	18	31	37	42
Percent Change from Prior Year	-19%	-5%	-18%	0%	3%	39%	50%	70%	58%	128%	71%	65%	71%

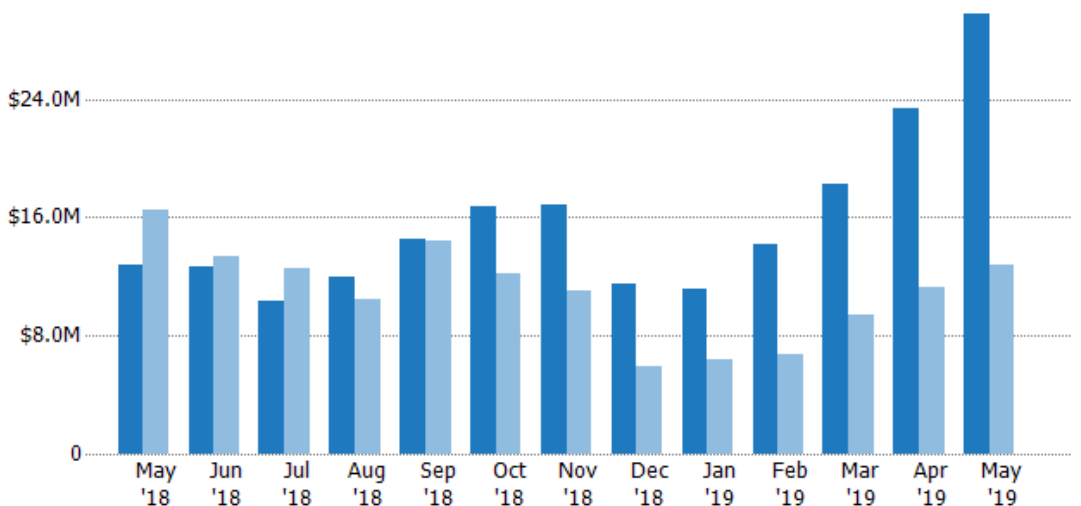
Pending Sales Volume

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.
May '19	\$29.8M	134%
May '18	\$12.7M	-22.9%
May '17	\$16.5M	9.1%



Current Year	\$12.7M	\$12.7M	\$10.3M	\$11.9M	\$14.6M	\$16.7M	\$16.8M	\$11.4M	\$11.2M	\$14.2M	\$18.2M	\$23.3M	\$29.8M
Prior Year	\$16.5M	\$13.4M	\$12.6M	\$10.5M	\$14.5M	\$12.2M	\$11.1M	\$5.86M	\$6.42M	\$6.7M	\$9.46M	\$11.3M	\$12.7M
Percent Change from Prior Year	-23%	-5%	-18%	14%	1%	37%	52%	95%	74%	112%	93%	107%	134%

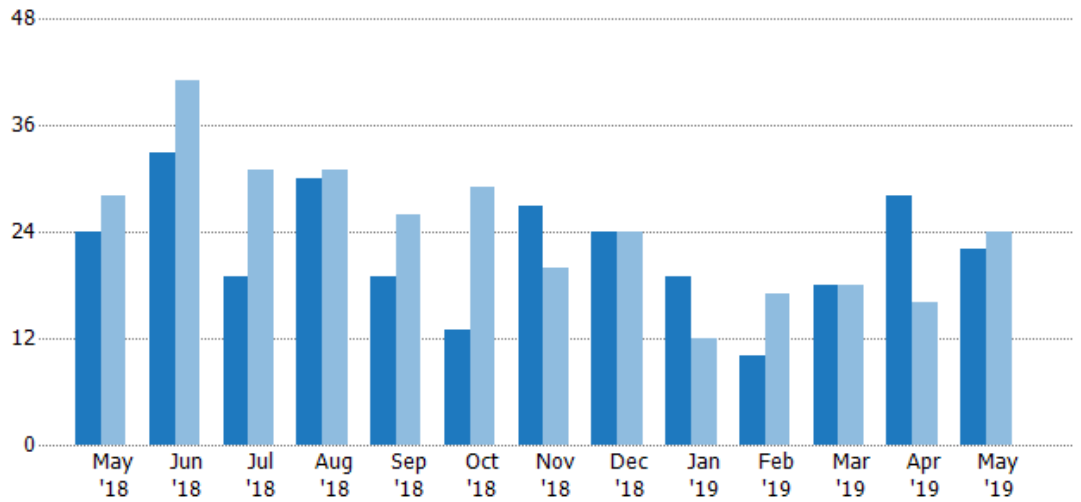
Closed Sales

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.
May '19	22	-8.3%
May '18	24	-14.3%
May '17	28	-71.4%



Current Year	24	33	19	30	19	13	27	24	19	10	18	28	22
Prior Year	28	41	31	31	26	29	20	24	12	17	18	16	24
Percent Change from Prior Year	-14%	-20%	-39%	-3%	-27%	-55%	35%	0%	58%	-41%	0%	75%	-8%

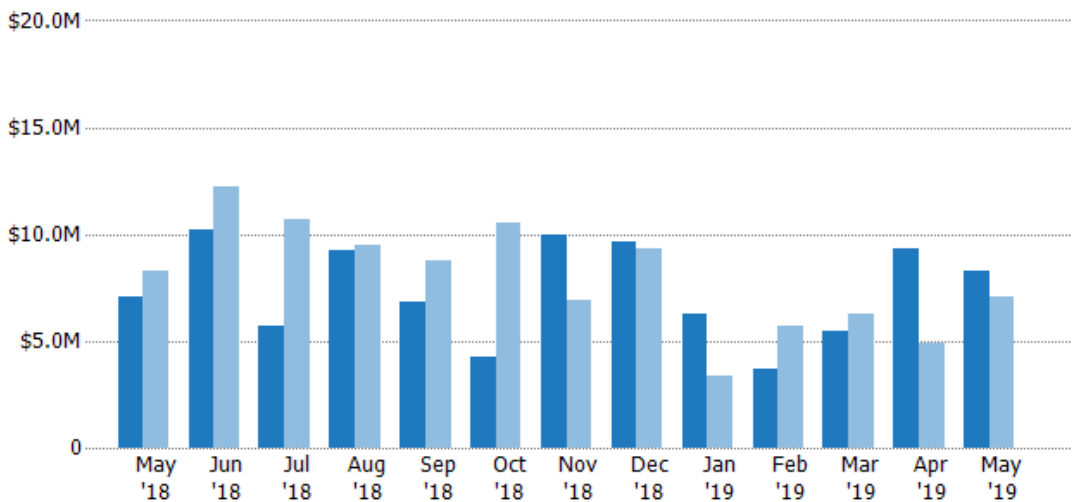
Closed Sales Volume

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.
May '19	\$8.27M	17%
May '18	\$7.07M	-14.7%
May '17	\$8.29M	-76%



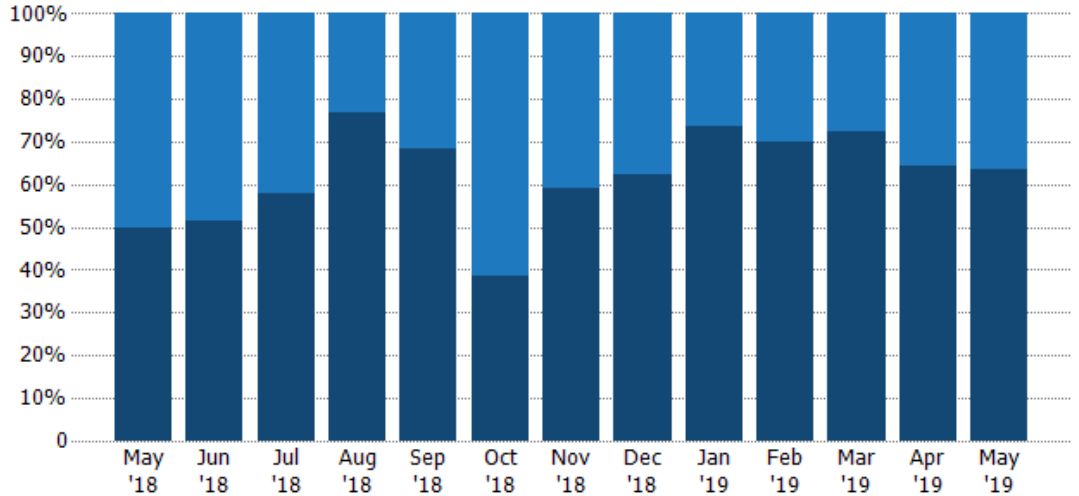
Current Year	\$7.07M	\$10.2M	\$5.72M	\$9.21M	\$6.85M	\$4.23M	\$9.94M	\$9.65M	\$6.23M	\$3.7M	\$5.49M	\$9.32M	\$8.27M
Prior Year	\$8.29M	\$12.2M	\$10.7M	\$9.51M	\$8.79M	\$10.5M	\$6.9M	\$9.32M	\$3.39M	\$5.67M	\$6.28M	\$4.91M	\$7.07M
Percent Change from Prior Year	-15%	-16%	-46%	-3%	-22%	-60%	44%	3%	84%	-35%	-12%	90%	17%

Closed Sales by Property Type

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

Filters Used

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



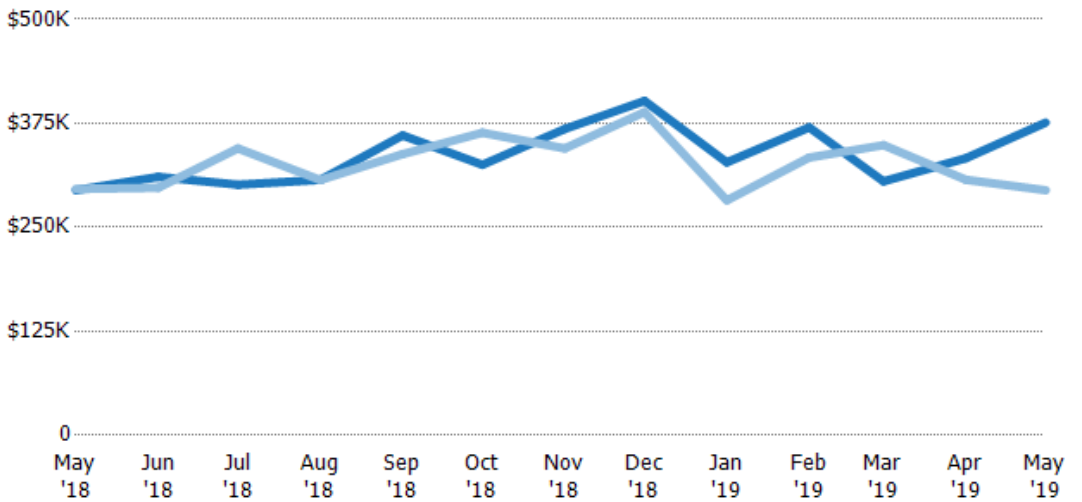
Property Type	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Condo/Townhouse	50%	48%	42%	23%	32%	62%	41%	38%	26%	30%	28%	36%	36%
Single Family Residence	50%	52%	58%	77%	68%	38%	59%	63%	74%	70%	72%	64%	64%

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.
May '19	\$376K	27.6%
May '18	\$294K	-0.5%
May '17	\$296K	-16.1%

Property Type	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$294K	\$311K	\$301K	\$307K	\$360K	\$325K	\$368K	\$402K	\$328K	\$370K	\$305K	\$333K	\$376K
Prior Year	\$296K	\$298K	\$345K	\$307K	\$338K	\$364K	\$345K	\$388K	\$282K	\$334K	\$349K	\$307K	\$294K
Percent Change from Prior Year	-1%	4%	-13%	0%	7%	-11%	7%	3%	16%	11%	-12%	8%	28%

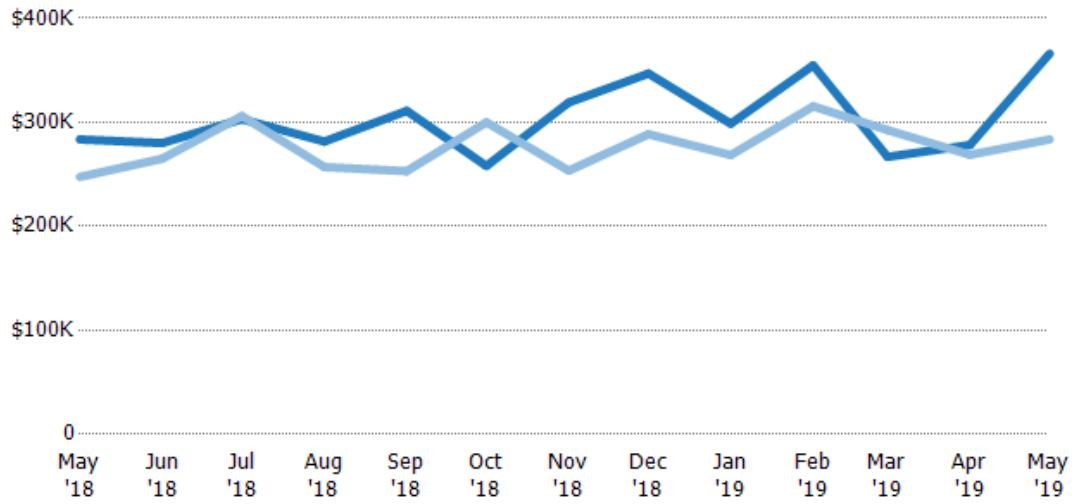
Median Sales Price

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.
May '19	\$366K	29.1%
May '18	\$284K	14.6%
May '17	\$247K	9.6%



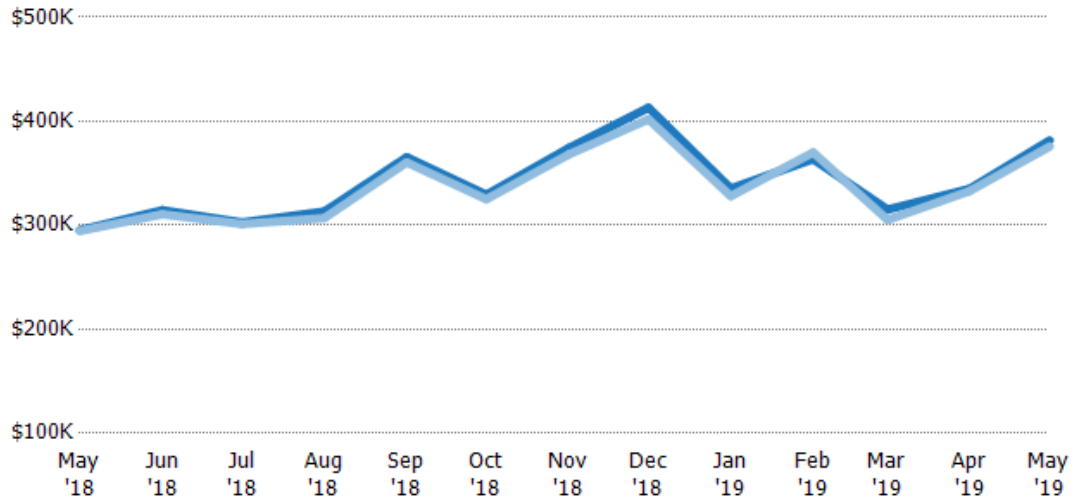
Current Year	\$284K	\$280K	\$303K	\$282K	\$311K	\$258K	\$319K	\$347K	\$299K	\$355K	\$267K	\$278K	\$366K
Prior Year	\$247K	\$265K	\$306K	\$257K	\$253K	\$300K	\$254K	\$289K	\$269K	\$315K	\$293K	\$269K	\$284K
Percent Change from Prior Year	15%	6%	-1%	10%	23%	-14%	26%	20%	11%	13%	-9%	4%	29%

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



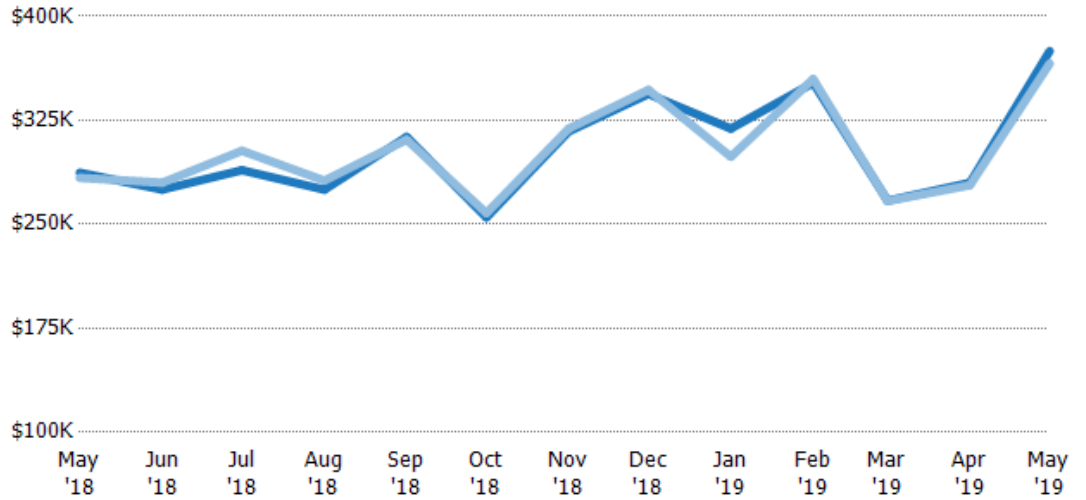
Avg List Price	\$295K	\$315K	\$303K	\$313K	\$366K	\$329K	\$374K	\$413K	\$335K	\$364K	\$315K	\$335K	\$382K
Avg Sales Price	\$294K	\$311K	\$301K	\$307K	\$360K	\$325K	\$368K	\$402K	\$328K	\$370K	\$305K	\$333K	\$376K
Avg Sales Price as a % of Avg List Price	100%	99%	100%	98%	99%	99%	98%	97%	98%	102%	97%	99%	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



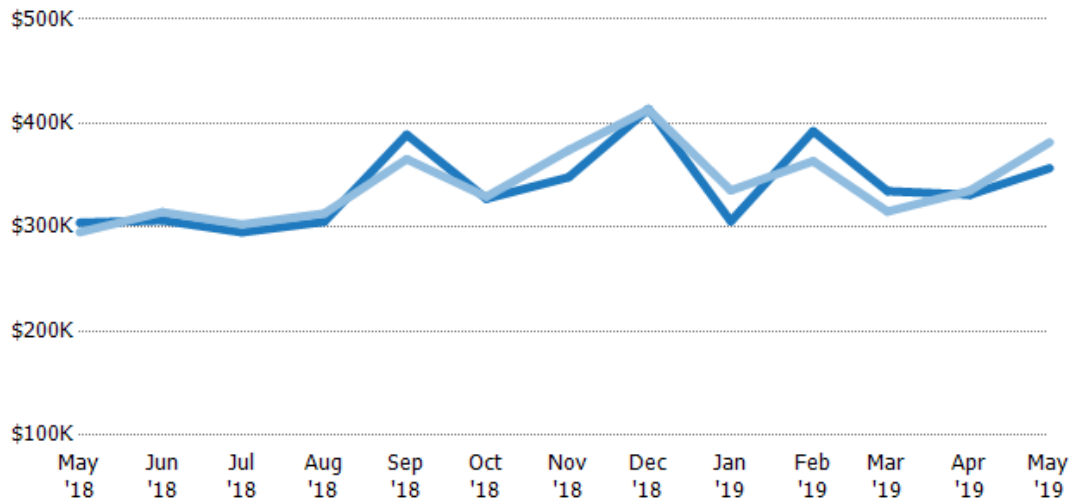
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median List Price	\$287K	\$275K	\$289K	\$275K	\$313K	\$255K	\$317K	\$344K	\$319K	\$352K	\$267K	\$280K	\$375K
Median Sales Price	\$284K	\$280K	\$303K	\$282K	\$311K	\$258K	\$319K	\$347K	\$299K	\$355K	\$267K	\$278K	\$366K
Med Sales Price as a % of Med List Price	99%	102%	105%	102%	99%	101%	101%	101%	94%	101%	100%	99%	98%

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



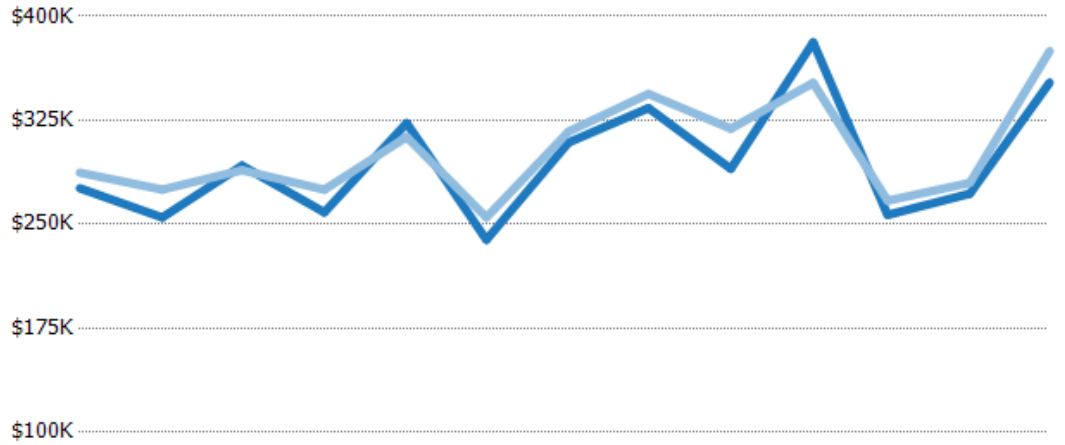
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$304K	\$307K	\$295K	\$305K	\$389K	\$327K	\$348K	\$414K	\$306K	\$392K	\$335K	\$331K	\$357K
Avg Sales Price	\$295K	\$315K	\$303K	\$313K	\$366K	\$329K	\$374K	\$413K	\$335K	\$364K	\$315K	\$335K	\$382K
Avg Sales Price as a % of Avg Est Value	97%	103%	103%	103%	94%	101%	107%	100%	110%	93%	94%	101%	107%

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$276K	\$255K	\$292K	\$259K	\$323K	\$239K	\$309K	\$334K	\$290K	\$381K	\$257K	\$272K	\$352K
Median Sales Price	\$287K	\$275K	\$289K	\$275K	\$313K	\$255K	\$317K	\$344K	\$319K	\$352K	\$267K	\$280K	\$375K
Med Sales Price as a % of Med Est Value	104%	108%	99%	106%	97%	107%	103%	103%	110%	92%	104%	103%	106%