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	Dec 2018	Dec 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	9	5	+80%	9	5	+80%
New Listing Volume	\$2,658,500	\$2,024,800	+31.3%	\$2,658,500	\$2,024,800	+31.3%
Active Listing Count	57	71	-19.7%	NA	NA	
Active Listing Volume	\$27,974,699	\$36,518,525	-23.4%	NA	NA	
Average Listing Price	\$490,784	\$514,345	-4.6%	\$490,784	\$514,345	-4.6%
Median Listing Price	\$390,800	\$399,900	-2.3%	\$390,800	\$399,900	-2.3%
Median Days in RPR	105	125	-16%	105	125	-16%
Months of Inventory	_	_	-	2.5	3.2	-23.2%
Absorption Rate	_	_	+_	40.35%	30.99%	+9.4%
Sales Activity Charts Metrics						
New Pending Sales Count	14	10	+40%	14	10	+40%
New Pending Sales Volume	\$4,176,875	\$2,304,200	+81.3%	\$4,176,875	\$2,304,200	+81.3%
Pending Sales Count	30	21	+42.9%	N/A	NA	
Pending Sales Volume	\$10,326,630	\$5,895,400	+75.2%	N/A	NA	
Closed Sales Count	24	23	+4.3%	24	23	+4.3%
Closed Sales Volume	\$7,425,301	\$6,203,890	+19.7%	\$7,425,301	\$6,203,890	+19.7%
Average Sales Price	\$309,388	\$269,734	+14.7%	\$309,388	\$269,734	+14.7%
Median Sales Price	\$297,500	\$270,000	+10.2%	\$297,500	\$270,000	+10.2%







New Listings

Family Residence

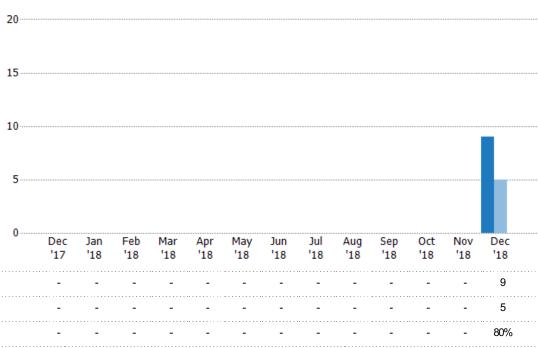
Current Year

Prior Year

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



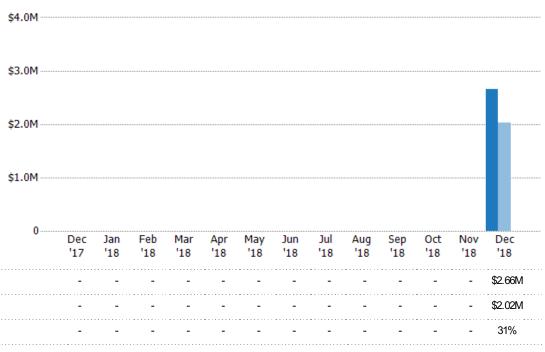
New Listing Volume

Percent Change from Prior Year

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

Eilters Used

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





Current Year

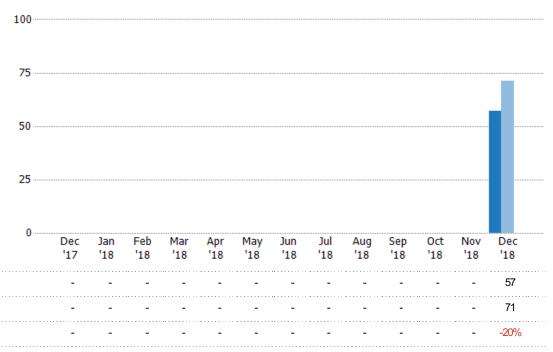
Percent Change from Prior Year



Active Listings

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





Active Listing Volume

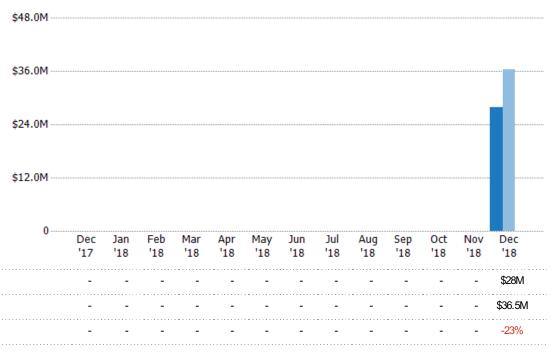
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

Percent Change from Prior Year



Average Listing Price

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

\$300K

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449

Property Type:
Condo/Townhouse/Apt, Single

Family Residence

\$150K -----

0.. Dec Feb May Jun Jul Aug Sep 0ct Nov Dec '18 '18 '18 '18 '18 '18 '18 '18 '17 '18 '18 '18 '18 \$491K \$514K -5%

Median Listing Price

Percent Change from Prior Year

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

\$100K

Filters Used

Current Year

Prior Year

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

\$400K	
\$300K	
\$200K	

0 Dec Feb Mar Apr May Jun Jul Aug 0ct Νον Dec Jan Sep '18 '18 '18 '18 '18 Current Year \$391K \$400K Prior Year Percent Change from Prior Year





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	\$500K ······												
ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single	\$375K												
Family Residence	\$250K												
	\$125K												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Ava Fot Value		• • • • • • • • • • • • • • • • • • • •											\$427K
Avg Est Value	-		-	-	- 	-	- 	-	-	- 			Φ 4 ∠/ Γ\
Avg Listing Price	-	_	_	_	-	_	-	-	_	-	_	_	\$491K

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

Avg Listing Price as a % of Avg Est Value

0	eb Mar Apr May Jun Jul Aug Sep Oct Nov D 8 '18 '18 '18 '18 '18 '18 '18 '18 '18 '1	0	016												
0	eb Mar Apr May Jun Jul Aug Sep Oct Nov D 8 '18 '18 '18 '18 '18 '18 '18 '18 '1 \$30	Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec '17 '18	0K												
0	eb Mar Apr May Jun Jul Aug Sep Oct Nov De 8 '18 '18 '18 '18 '18 '18 '18 '18 '1 \$30	0													
	eb Mar Apr May Jun Jul Aug Sep Oct Nov D 8 '18 '18 '18 '18 '18 '18 '18 '18 '1 \$30	Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec '17 '18	0K												
	eb Mar Apr May Jun Jul Aug Sep Oct Nov De 8 '18 '18 '18 '18 '18 '18 '18 '1 \$30	Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec '17 '18													
Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct No '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18		\$3													
'17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18	\$30	\$3	0												
	\$30		Dec						Jun	Jul	Aug	Sep	Oct		
			Dec	Jan '18	Feb '18	Mar '18	Apr '18	May '18						'18	'1
			Dec	Jan '18	Feb '18	Mar '18	Apr '18	May '18	-					'18	':
	13	44	Dec	Jan '18	Feb '18	Mar '18	Apr '18	May '18	-	- -	-	- -		'18	'1 \$30 \$39



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.

The median number of days between wi	200	лорение	sale ilis	uispiaye	u as aui	ve name	SIIIIVII	and whe	пашери	ou oners	lave bee	iii iiotea i	
Filters Used													
ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type:	150												
Condo/Townhouse/Apt, Single Family Residence	100												
	50												
	0												
	Dec			Mar					Aug	Sep	Oct	Nov	Dec
	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	105

Months of Inventory

Percent Change from Prior Year

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

1.50

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

6.00	
4.50	
3.00	

0												
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	-	-	-	-	-	-	-	3.56
-	-	-	-	-	-	-	-	-	-	-	-	3.38
-	-	-	-	-	-	-	-	-	-	-	-	5%

Current Year
Prior Year

Percent Change from Prior Year





Absorption Rate

The percentage of inventory sold per month.

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-1	ters	
1 11	ILCIO	uacu

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

30%

20%

10%

	0	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	28%	
Prior Year	-	-	-	-	-			-		-	-	-	30%	
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	2%	

Active/Pending/Sold Units

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

Filters Used

Current Year Prior Year

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

60
45
30

15

0													
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	
 -	-	-	-	-	-	-	-	-	-	-	-	57	
-	-	-	-	-	-	-	-	-	-	-	-	30	
-	-	-	-	-	-	-	-	-	-	-	-	24	

Active Pending

Sold



Current Year

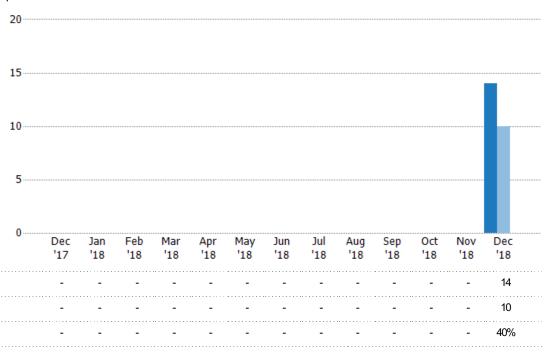
Prior Year

Market Data Report

New Pending Sales

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





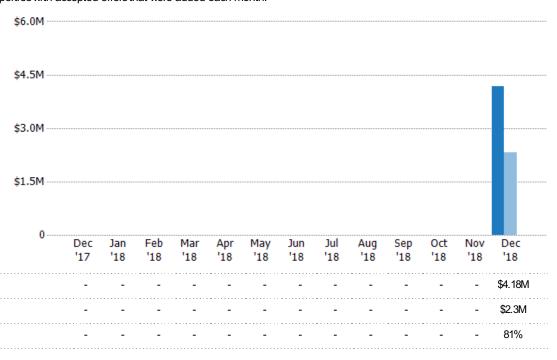
New Pending Sales Volume

Percent Change from Prior Year

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

Filters Used

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



Current Year

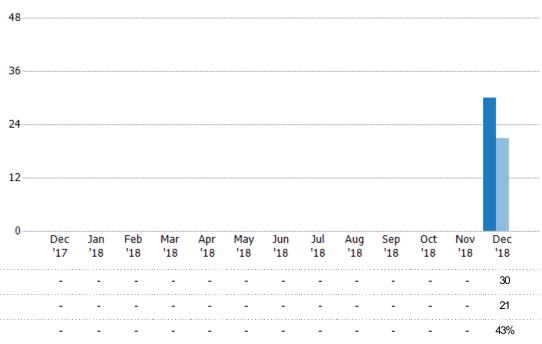
Percent Change from Prior Year

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



Pending Sales Volume

Percent Change from Prior Year

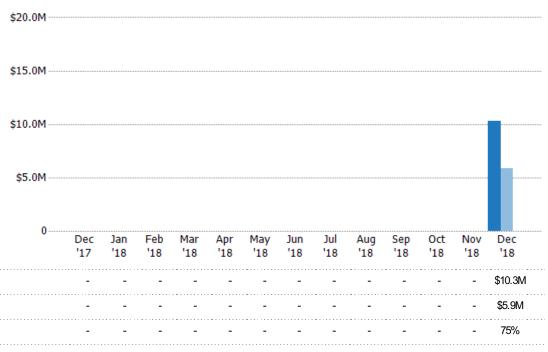
Current Year

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





Current Year

Percent Change from Prior Year



Closed Sales

The total number of residential properties sold each month.

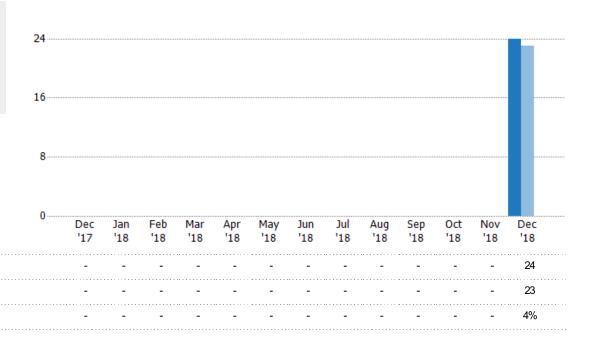


Current Year

Prior Year

Filters Used

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



Closed Sales Volume

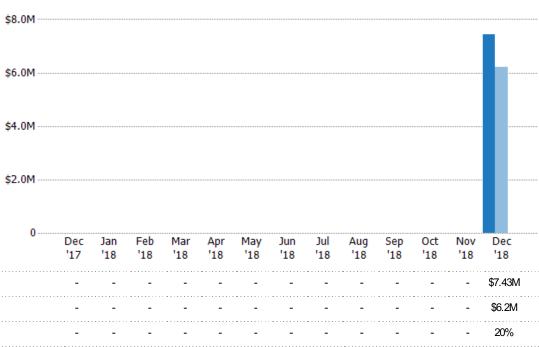
Percent Change from Prior Year

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

ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449

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

Percent Change from Prior Year





Current Year



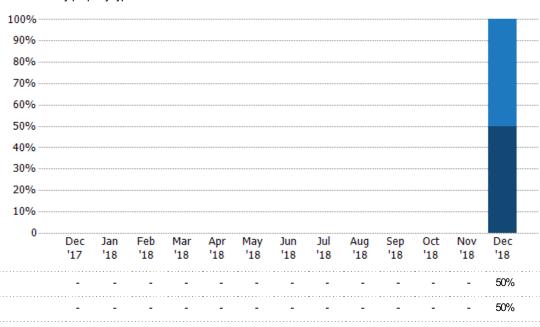


Closed Sales by Property Type

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

Filters Used

ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 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.

\$100K

Filters Used

Current Year

ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence \$400K \$300K \$200K

0 Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct Nov Dec '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18 \$309K

 Prior Year







Current Year

Prior Year

Market Data Report

\$300K

\$75K

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

\$225K	
\$150K	

0 Dec May Aug Sep Dec '18 '18 '18 '18 '18 '18 '18 '18 '17 '18 '18 '18 '18 \$298K \$270K 10%

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

Percent Change from Prior Year

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

Avg Sales Price as a % of Avg List Price

\$300K												
¢200V												
\$200K												
\$100K												
0 Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec
0 Dec	Jan	Feb	Mar	Apr		Jun	Jul	Aug	Sep	0ct		
0 Dec	Jan	Feb	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18 \$316K
0 Dec	Jan	Feb	Mar '18	Apr '18	May	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18 \$316K

Avg List Price

Avg Sales Price





Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

\$400K

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

\$300K	
\$200K	
\$100K	

0												
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	-	-	-	-	-	-	-	\$310K
-	-	-	-	-	-	-	-	-	-	-	-	\$298K
-	-	-	-	-	-	-	-	-	-	-	-	96%

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

Median List Price

Median Sales Price

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

Med Sales Price as a % of Med List Price

\$400K
\$300K
\$200K
\$100K

	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$306K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$316K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	103%







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

Med Sales Price as a % of Med Est Value

Median Est Value

Median Sales Price

\$300K												
\$200K												
\$100K												
0 Dec											Nov	
0 Dec	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
0 Dec	Jan '18		Mar '18	Apr '18 -	May '18	Jun '18 -	Jul '18 -	Aug '18 -	Sep '18 -	Oct '18 -	Nov '18 -	Dec '18 \$297F \$310F



