

# Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

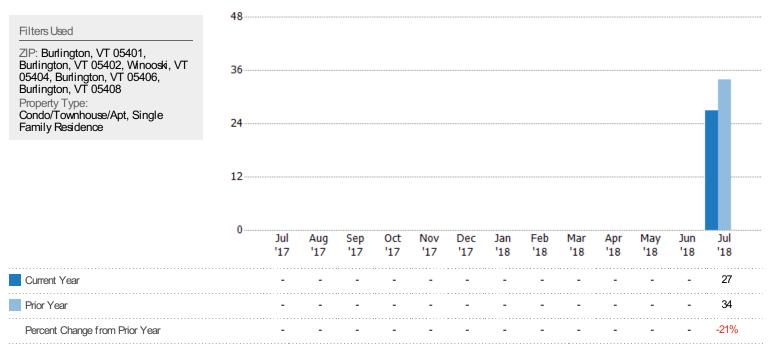
+ / -	YTD 2017	YTD 2018	+/-	Jul 2017	Jul 2018	Key Metrics
						Listing Activity Charts Metrics
-20.6%	34	27	-20.6%	34	27	New Listing Count
-26.9%	\$12,819,200	\$9,376,100	-26.9%	\$12,819,200	\$9,376,100	New Listing Volume
-8.7%	69	63	-8.7%	69	63	Active Listing Count
+9.5%	\$28,646,694	\$31,374,755	+9.5%	\$28,646,694	\$31,374,755	Active Listing Volume
+20%	\$415,169	\$498,012	+20%	\$415,169	\$498,012	Average Listing Price
+14.8%	\$330,000	\$379,000	+14.8%	\$330,000	\$379,000	Median Listing Price
-19.7%	66	53	-19.7%	66	53	Median Daysin RPR
-41.1%	3.5	2	-	_	-	Months of Inventory
+20.2%	28.99%	49.21%	+	_	-	Absorption Rate
						Sales Activity Charts Metrics
-35.5%	31	20	-35.5%	31	20	New Pending Sales Count
-40.2%	\$10,180,500	\$6,089,300	-40.2%	\$10,180,500	\$6,089,300	New Pending Sales Volume
-17.9%	39	32	-17.9%	39	32	Pending Sales Count
-16.8%	\$12,556,099	\$10,440,800	-16.8%	\$12,556,099	\$10,440,800	Pending Sales Volume
-41.9%	31	18	-41.9%	31	18	Closed Sales Count
-48.8%	\$10,687,750	\$5,471,200	-48.8%	\$10,687,750	\$5,471,200	Closed Sales Volume
-11.8%	\$344,766	\$303,956	-11.8%	\$344,766	\$303,956	Average Sales Price
+0.2%	\$306,000	\$306,500	+0.2%	\$306,000	\$306,500	Median Sales Price





#### New Listings

The number of new single-family, condominium and townhome listings that were added each month.



#### New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used	\$20.0M													
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single	\$15.0M													
Family Residence	\$10.0M													
	\$5.0M													
	, in the second s	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$9.38M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$12.8M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-27%



#### Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used	200													
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type:	150													
Condo/Townhouse/Apt, Single Family Residence	100													
	50													
	0	- •	_								-		_	
		Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	63
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	69
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-9%

#### Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used	\$48.0M ······													
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408	\$36.0M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$24.0M ······													
	\$12.0M													
	0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$31.4M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$28.6M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	10%



#### Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

	\$500K ······												
Filters Used													
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408	\$375K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$250K												
	\$125K												
	0		_	~ .		_		- 1					
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$498K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$415K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	20%

#### Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of each month.

Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	15%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$330K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$379K
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	\$100K												
Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406,	\$300K												
Filters Used	\$400K												





#### 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.

	\$600K ······												
Filters Used													
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408	\$450K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$150K												
	0												
	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$521K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$498K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	96%

#### 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.

	\$500K ······												
Filters Used													
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408	\$375K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$250K												
	\$125K												
	0		_			_	_			-		_	
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$426K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$379K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	89%





#### 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	70												
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single	53												
Family Residence	35												
	18												
	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	53
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	66
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-20%

#### Months of Inventory

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

Filters Used	3.00												
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence	2.25												
	0.75												
	0	<b>.</b>	C	0.4	N	D	3	<b>5</b> -6	<b>b</b> 4	<b>A</b>	<b>b</b> 4	1	2.1
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	1.91
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	1.68
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	13%





#### Absorption Rate

The percentage of inventory sold per month.

	60%												
Filters Used													
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408	45%												
Property Type: Condo/Townhouæ/Apt, Single Family Residence	30%												
	15%												
	0												
	Jul	Aug		Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	52%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	59%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%

#### Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

	70												
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	53												
Family Residence													
	18 0 Jul	Aug	Sep	Oct	Νον	Dec	Jan	Feb	Mar	Apr	Мау	Jun	 Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	18	'18	'18	'18
Active		•••••											63
Active	-	-											00
Pending		-	-	-		-	-	-	-		-		32
		-	- - -		-	-	-	-					





#### New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.

	48													
FiltersUsed														
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408	36													
Property Type: Condo/Townhouse/Apt, Single Family Residence	24													
	12													
	0	7]	A =	<b>C</b>	0.+	NI	<b>D</b>	1	<b>F</b> - <b>b</b>				1	7.4
		Jul '17	Aug '17	Sep '17	'17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	20
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	31
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-35%

#### New Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used	\$20.0M ······													
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type:	\$15.0M													
Condo/Townhouse/Apt, Single Family Residence	\$10.0M													
	\$5.0M													
	-	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$6.09M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$10.2M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-40%



#### Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

54 36													
18													
0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	-	-	-	-	-	-	-	-	-	-	-	-	32
	-	-	-	-	-	-	-	-	-	-	-	-	39
	-	-	-	-	-	-	-	-	-	-	-	-	-18%
	36	36 18 0	36 18 0	36	36	36	36	36 18 0 Jul Aug Sep Oct Nov Dec Jan	36 18 0 Jul Aug Sep Oct Nov Dec Jan Feb	36 18 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar	36 18 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr	36 18 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May	36 18 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun

#### Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-17%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$12.6M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$10.4M
	\$5.0M 0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Burlington, VT 05408 Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$10.0M													
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406,	\$15.0M													
Filters Used	\$20.0M ······													



#### Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

Filters Used	40														
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408	30														
Property Type: Condo/Townhouse/Apt, Single Family Residence	20														
	10														
	0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	18	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	31	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-42%	

#### **Closed Sales Volume**

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used	\$20.0M													
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408	\$15.0M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$10.0M													
	\$5.0M													
	0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$5.47M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$10.7M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-49%





## Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

	100%														
Filters Used	90%														
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT	80%														
05404, Burlington, VT 05406, Burlington, VT 05408	70%														
Property Type:	60%														
Condo/Townhouse/Apt, Single Family Residence	50%														
	40%														
	30%														
	20%														
	10%														
	0	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	44%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	56%	

#### Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold each month.

#### \$400K Filters Used ZIP: Burlington, VT 05401, Burlington, VT 05402, Wnooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 \$300K Property Type: Condo/Townhouse/Apt, Single \$200K Family Residence \$100K 0 Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr May Jun Jul '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 '18 '18 '18

Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$304K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$345K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-12%



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#### Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

	\$400K ······												
Filters Used													
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408	\$300K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	0												
	Jul	Aug	Sep	Oct		Dec		Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$307K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$306K
													\$300r
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	0%

#### Average Sales Price vs Average Listing Price

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

Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	99%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$304K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$306K
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	\$100K												
Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406,	\$300K												
Filters Used	\$400K												





#### Median Sales Price vs Median Listing Price

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

FiltersUsed	\$400K												
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type:	\$300K												
Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$304K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$307K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	101%

#### 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	\$400K												
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$100K												
	0	<b>A-</b>	C	0.4		D	1	<b>5</b> -L		•	<b>b</b> 4	<b>1</b>	
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$306K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$306K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%



### 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.

	\$400K ······												
Filters Used ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type:	\$300K												
Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K 0 Jul										May	Jun	
	'17	Aug '17	Sep '17	'17	'17	'17	'18	'18	'18	Apr '18	'18	'18	18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$309K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$304K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	98%

