# 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	Jul 2018	Jul 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	31	37	-16.2%	31	37	-16.2%
New Listing Volume	\$10,057,000	\$17,334,800	-42%	\$10,057,000	\$17,334,800	-42%
Active Listing Count	76	98	-22.4%	76	98	-22.4%
Active Listing Volume	\$38,559,355	\$44,971,251	-14.3%	\$38,559,355	\$44,971,251	-14.3%
Average Listing Price	\$507,360	\$458,890	+10.6%	\$507,360	\$458,890	+10.6%
Median Listing Price	\$371,400	\$380,250	-2.3%	\$371,400	\$380,250	-2.3%
Median Days in RPR	66	70	-5.7%	66	70	-5.7%
Months of Inventory	_	_	-	2.2	4.5	-51.3%
Absorption Rate	_	_	+-	46.05%	22.45%	+23.6%
Sales Activity Charts Metrics			1			
New Pending Sales Count	26	35	-25.7%	26	35	-25.7%
New Pending Sales Volume	\$9,391,900	\$11,871,700	-20.9%	\$9,391,900	\$11,871,700	-20.9%
Pending Sales Count	49	49	+-	49	49	+-
Pending Sales Volume	\$16,179,999	\$16,591,000	-2.5%	\$16,179,999	\$16,591,000	-2.5%
Closed Sales Count	15	35	-57.1%	15	35	-57.1%
Closed Sales Volume	\$4,131,920	\$10,124,300	-59.2%	\$4,131,920	\$10,124,300	-59.2%
Average Sales Price	\$275,461	\$289,266	-4.8%	\$275,461	\$289,266	-4.8%
Median Sales Price	\$272,000	\$275,000	-1.1%	\$272,000	\$275,000	-1.1%





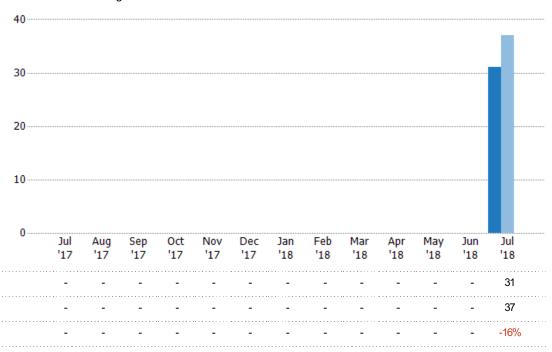
#### **New Listings**

The number of new single-family, condominium and townhome 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
Family Residence



### New Listing Volume

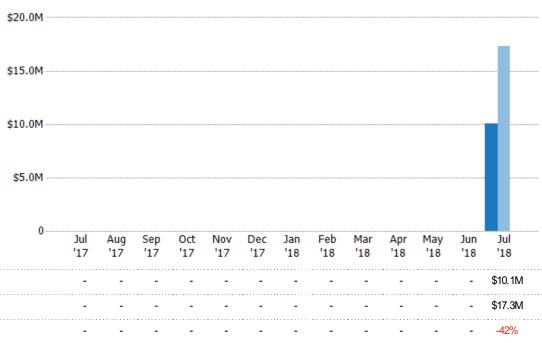
Percent Change from Prior Year

Current Year

Prior Year

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

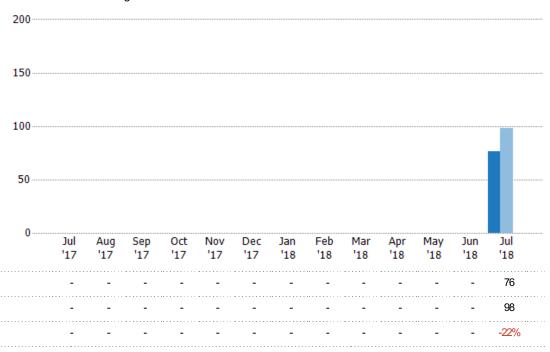
Percent Change from Prior Year



### **Active Listings**

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





### **Active Listing Volume**

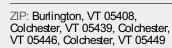
Percent Change from Prior Year

Current Year

Prior Year

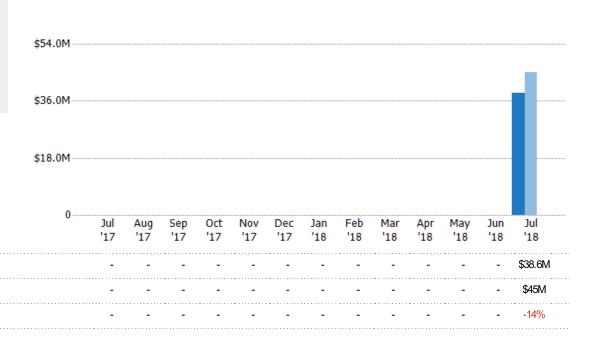
Filters Used

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



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

Percent Change from Prior Year



Current Year

Prior Year



3 of 14

\$459K

11%



# Market Data Report

### **Average Listing Price**

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

	\$600K												
Filters Used	4												
ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type:	\$450K												
Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$150K												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun	Jul '18
	17	1/	1/	1/	1/	1/	18	18	18	18	18	'18	18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$507K

## **Median Listing Price**

Percent Change from Prior Year

Prior Year

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

\$100K -

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

	0												
	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$371K
Prior Year	-	-	-	-	-	-	-	-	-	_	-	-	\$380K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-2%





### 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	\$600K												•••••
ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single	\$450K												
Family Residence	\$300K												
	\$150K												
	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	17	1/		17	17		10	10	16	10	16	10	10
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$519K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$507K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	98%

## 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

	Jul			Dec				
\$100	_							
\$200	0K	 						
\$300	0K	 	 		 	 	 	
\$400	0K	 	 		 	 	 	

	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	-	-	-	-	-	-	-	-	-	-	-	-	\$340K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$371K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	109%



70



# Market Data Report

### 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.

Current Year	-	-	-	-	-	-	-	-	-	-	-	-	66
	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	0												
	23												•••••
Property Type: Condo/Townhouse/Apt, Single Family Residence	45												
ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449	68												
Filters Used													
	90												

### Months of Inventory

Percent Change from Prior Year

Prior Year

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

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

2.50	 										
1.25	 										
0	 										
0 Jul '17	_			_	_		Mar	Apr '18	May	Jun '18	Jul '18
Jul	Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18 -	Feb '18	Mar '18	Apr '18	May '18	Jun	Jul
Jul	Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18 -	Feb '18	Mar '18	Apr '18	May '18	Jun	Jul '18



Current Year
Prior Year

Percent Change from Prior Year





### **Absorption Rate**

The percentage of inventory sold per month.

ltom.	Used

Family Residence

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

45%	

30%

15%

0												
Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
 -	-	-	-	-	-	-	-		-	-	-	34%
-	-	-	-					-	-	-	-	42%
-	-	-	-	-	-	-	-	-	-	-	-	8%

## Active/Pending/Sold Units

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

Filters Used

Current Year
Prior Year

Change from Prior Year

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

80	
60	
40	

20------

	0												
	Jul '17	Aug '17	Sep '17	Oct '17		Dec '17		Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	76
Pending	-	-	-	-	-	-	-	-	-	-	-	-	49
Sold	-	-	-	-	-	-	-	-	-	-	-	-	15





Current Year

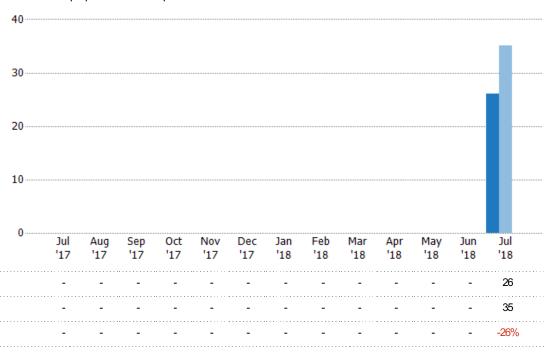
Prior Year

# Market Data Report

### **New Pending Sales**

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



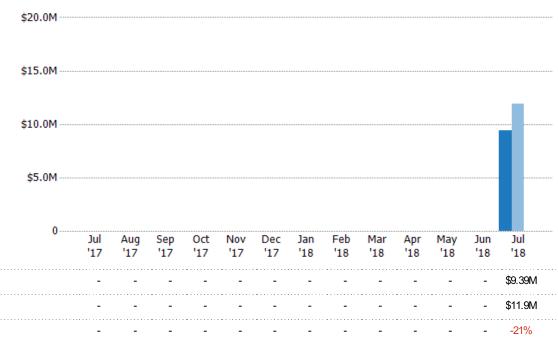


## New Pending Sales Volume

Percent Change from Prior Year

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





Current Year

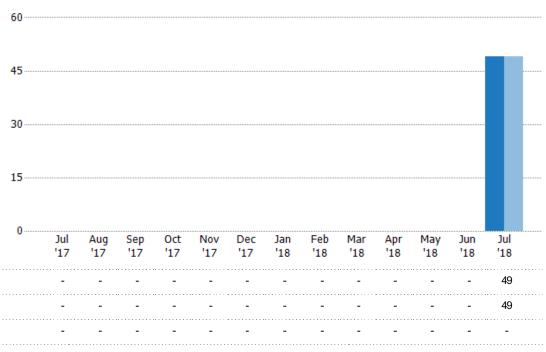
Percent Change from Prior Year



### **Pending Sales**

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





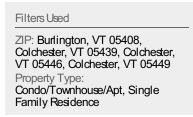
## Pending Sales Volume

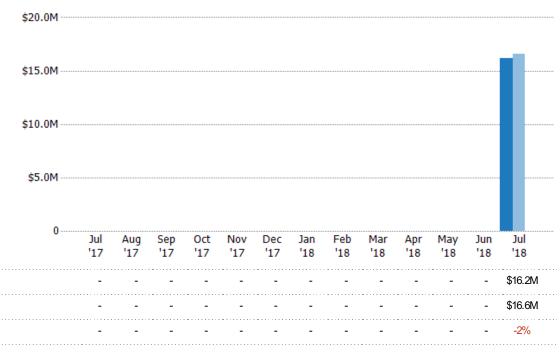
Current Year

PriorExtra Year

Prior Year

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.





Current Year

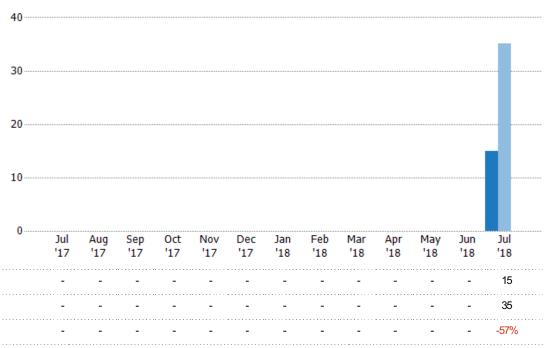
Percent Change from Prior Year



#### **Closed Sales**

The total number of single-family, condominium and townhome 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



#### **Closed Sales Volume**

Percent Change from Prior Year

Current Year

Prior Year

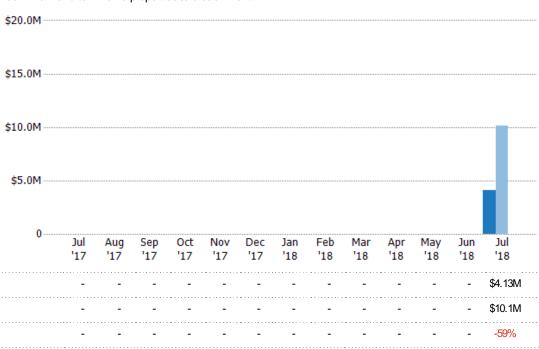
The sum of the sales price of single-family, condominium and townhome properties sold each month.

Eilters Used

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

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

Percent Change from Prior Year



Current Year

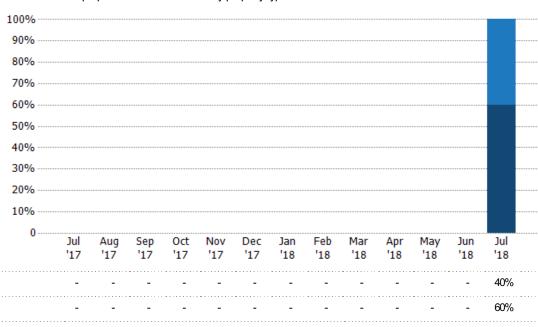


### Closed Sales by Property Type

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

Filters Used

Current Year
Prior Year

Percent Change from Prior Year

ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence \$225K \$150K

\$75K------

<u> </u>												
Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
 -	-	-	-	-	-	-	-	-	-	-	-	\$275K
 -	-	-	-	-	-	-	-	-	-	-	-	\$289K
 -	-	-	-	-	-	-	-	-	-	-	-	-5%







Current Year

Prior Year

# Market Data Report

#### **Median Sales Price**

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

\$300K

\$75K

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 -Aug Dec May Jul '17 '17 '17 '18 '17 '17 '17 '18 '18 \$272K \$275K

### 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

0K	 				 		
OIC .							
′5K	 				 	 	
0							
0 Jul		 	 			 	
•		 	 				
Jul		 Nov '17	 Jan '18	Feb '18	Apr '18		J



Avg List Price

Avg Sales Price



101%



# 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.

\$300K

\$75K

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 Jul Aug Dec Feb May Jul '17 '17 '17 '18 '18 '17 '17 '17 '18 '18 '18 '18 \$270K \$272K

### 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 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449

Median List Price

Median Sales Price

Med Sales Price as a % of Med List Price

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

Avg Sales Price as a % of Avg Est Value

25K				 			
50K	 	 	 	 	 		
75K							
0 Jul	 	 					 Jul
0 Jul	 	 	 			Jun	Jul '18
0 Jul	 	 	 			Jun	



Avg Est Value

Avg Sales Price



\$270K

99%



Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

# Market Data Report

#### 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

\$300K												
\$225K												
\$150K												
\$75K												
_												
Jul '17	Aug '17	'17	'17	'17	'17	Jan '18	'18	маr '18	'18	мау '18	Jun '18	Jul '18
-	-	-	-	-	-	-	-		-	- -	-	\$273K



