

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	Mar 2018	Mar 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	33	30	+10%	33	30	+10%
New Listing Volume	\$10,414,500	\$8,738,300	+19.2%	\$10,414,500	\$8,738,300	+19.2%
Active Listing Count	34	46	-26.1%	34	46	-26.1%
Active Listing Volume	\$13,207,000	\$18,058,794	-26.9%	\$13,207,000	\$18,058,794	-26.9%
Average Listing Price	\$388,441	\$392,582	-1.1%	\$388,441	\$392,582	-1.1%
Median Listing Price	\$320,000	\$297,450	+7.6%	\$320,000	\$297,450	+7.6%
Median Daysin RPR	29.5	83.5	-64.7%	29.5	83.5	-64.7%
Months of Inventory	_	_	-	2.6	2.2	+19.4%
Absorption Rate	_		+_	38.24%	45.65%	-7.4%
Sales Activity Charts Metrics						
New Pending Sales Count	35	28	+25%	35	28	+25%
New Pending Sales Volume	\$10,175,700	\$9,089,900	+11.9%	\$10,175,700	\$9,089,900	+11.9%
Pending Sales Count	36	43	-16.3%	36	43	-16.3%
Pending Sales Volume	\$10,920,600	\$14,276,300	-23.5%	\$10,920,600	\$14,276,300	-23.5%
Closed Sales Count	19	13	+46.2%	19	13	+46.2%
Closed Sales Volume	\$6,416,900	\$3,521,900	+82.2%	\$6,416,900	\$3,521,900	+82.2%
Average Sales Price	\$337,732	\$270,915	+24.7%	\$337,732	\$270,915	+24.7%
Median Sales Price	\$280,000	\$235,000	+19.1%	\$280,000	\$235,000	+19.1%







New Listings

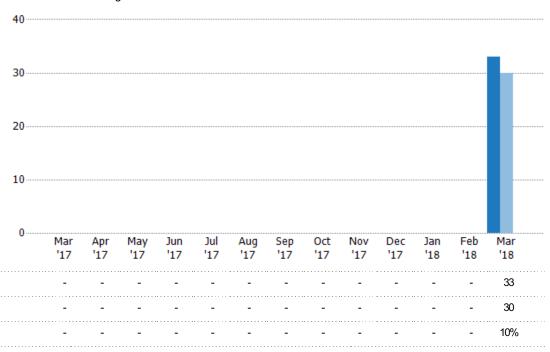
Family Residence

The number of new single-family, condominium and townhome 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



New Listing Volume

Percent Change from Prior Year

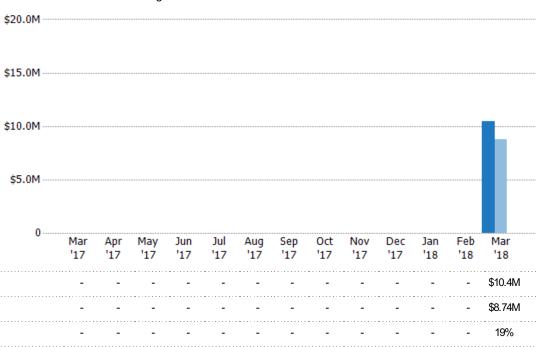
The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used

Current Year

Prior Year

ZIP: Burlington, VT 05401, Burlington, VT 05402, Wnooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence





Current Year

Percent Change from Prior Year



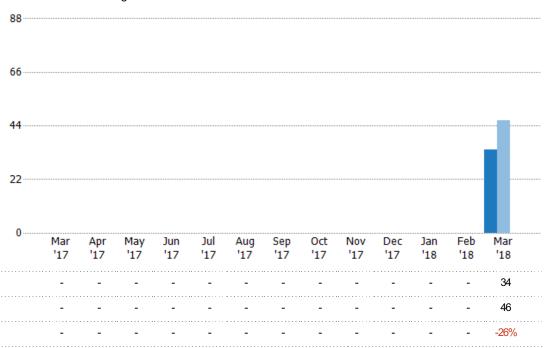


Active Listings

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



ZIP: Burlington, VT 05401, Burlington, VT 05402, Wnooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence



Active Listing Volume

Percent Change from Prior Year

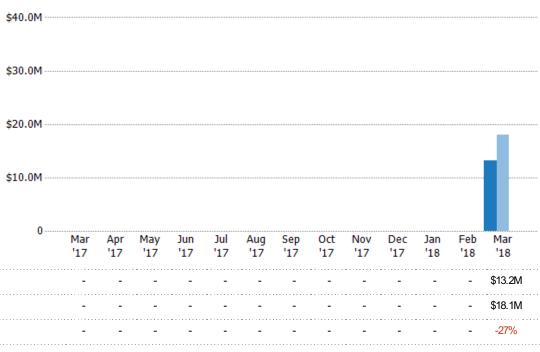
The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

Current Year

Prior Year

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

Percent Change from Prior Year





Average Listing Price

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

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Filters Used	\$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												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$388K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$393K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%

Median Listing Price

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

\$400K

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

	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$320K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$297K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8%





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.

Avg Listing Price as a % of Avg Est Value	_	-	-	_	_	-	-	-	-	-	-	-	116%
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$388K
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$334K
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '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 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	Fil	Iters	Used
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ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence

	Mar			Aug				
\$10	0K	 	 		 	 	 	
\$20	0K	 	 		 	 	 	
\$30	0K	 	 		 	 	 	
\$40	0K				 	 		

	Mar '17	'17	Мау '17	Jun '17	'17	'17	'17	'17	17	'17	'18	'18	'18	
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$296K	
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$320K	
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	108%	







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

	200												
Filters Used													
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408	150												
Property Type: Condo/Townhouse/Apt, Single Family Residence	100												
	50												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Ma '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	29.
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	83.
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-65

Months of Inventory

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

8.00

2.00

Filters Used	
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, 05404, Burlington, VT 05406, Burlington, VT 05408	VT
Property Type: Condo/Townhouse/Apt, Single Family Residence	

4.00

	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	2
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6.57
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-70%





Absorption Rate

The percentage of inventory sold per month.

Ei.	Iters	

ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence

60%	
45%	
30%	
15%	

Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
-	-	-	-	-	-	-	-	-	-	-	-	50%
-	-	-	-	-	-	-	-	-	-	-	-	15%
-	-	-		-	-	-	-	-	-	-	-	-35%

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 05401, Burlington, VT 05402, Wnooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence

40
30
20
10

	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	34
Pending	-	-	-	-	-	-	-	-	-	-	-	-	36
Sold	-	-	-	-	-	-	-	-	-	-	-	-	19





New Pending Sales

Family Residence

Current Year

Prior Year

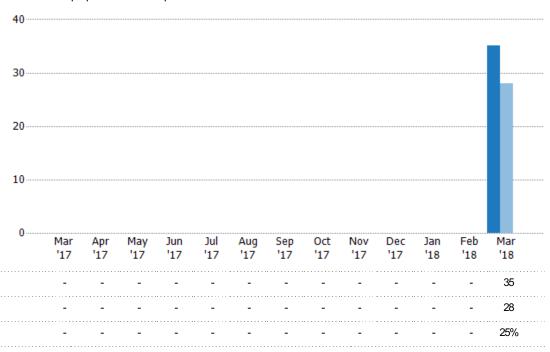
Filters Used

The number of single-family, condominium and townhome 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



New Pending Sales Volume

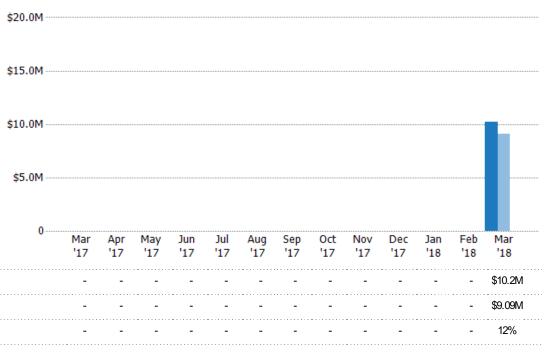
Percent Change from Prior Year

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

ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408

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

Percent Change from Prior Year





Current Year

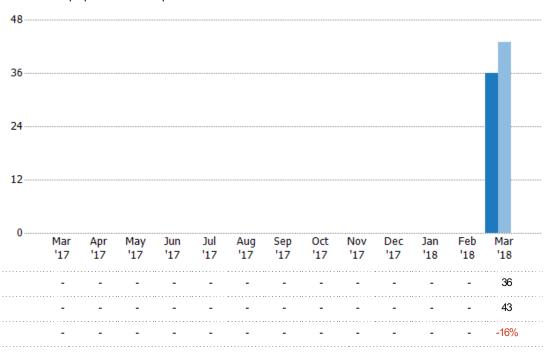




Pending Sales

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

Filters Used ZIP: Burlington, VT 05401, Burlington, VT 05402, Wnooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence



Pending Sales Volume

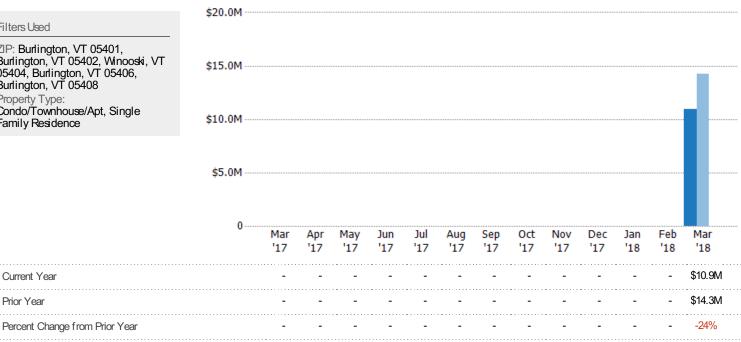
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome 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



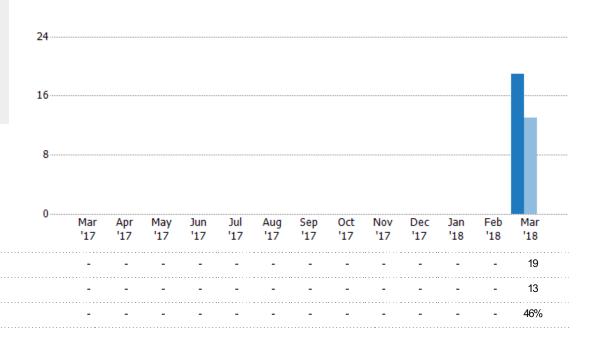


Closed Sales

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

Filters Used

ZIP: Burlington, VT 05401, Burlington, VT 05402, Wnooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence



Closed Sales Volume

Percent Change from Prior Year

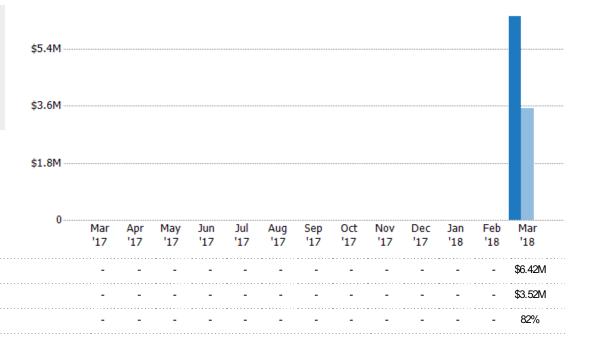
The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used

Current Year

Prior Year

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

Percent Change from Prior Year



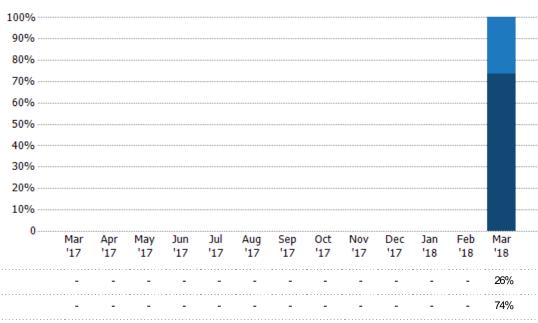


Closed Sales by Property Type

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

Filters Used

ZIP: Burlington, VT 05401, Burlington, VT 05402, Wnooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 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.

Filter	s Used
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ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$400K ·····	
\$300K	
\$200K	
\$100K	

	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$338K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$271K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	25%



19%



Market Data Report

Median Sales Price

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

Filters Used
ZIP: Burlington, VT 05401, Burlington, VT 05402, Wnooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence

50K	 	 	 	 	 	
75K				 		
75K	 	 	 	 	 	
0	 May '17		 			

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

Current Year
Prior Year

ZIP: Burlington, VT 05401, Burlington, VT 05402, Wnooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

· ·	0	r Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb N ' '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '											
0	0	r Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb N ' '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '											
· ·	Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb N '17 '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '	r Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb M ' '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '	K					 	 				
· ·	Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb N '17 '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '	r Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb M ' '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '											
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				'17	'17	'17 - -	'17 - -			-	-	- -	\$



Avg List Price

Avg Sales Price

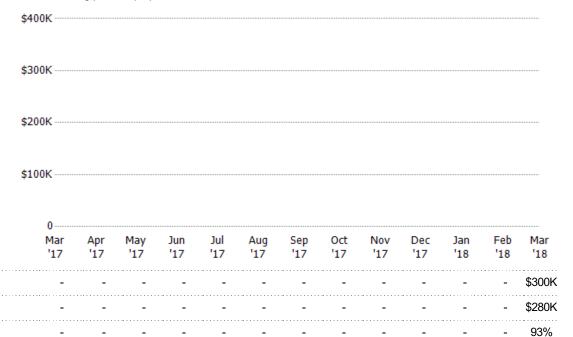




Median Sales Price vs Median Listing Price

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

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



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.

\$400K

Filters Used

Median List Price

Median Sales Price

ZIP: Burlington, VT 05401, Burlington, VT 05402, Wnooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

0K
0K
0K



Avg Est Value

Avg Sales Price





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 Use	d
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Filters Used	\$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												
	0 Mar	Apr	May	Jun	Jul		Sep	Oct	Nov	Dec	Jan	Feb	Mar
	0 Mar '17												
Median Est Value		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar '18
■ Median Est Value ■ Median Sales Price		Apr '17	May	Jun '17 -	Jul '17 -	Aug '17 -	Sep	Oct	Nov	Dec	Jan	Feb '18	Mar



