

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	Nov 2018	Nov 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	22	25	-12%	22	25	-12%
New Listing Volume	\$7,117,100	\$10,783,300	-34%	\$7,117,100	\$10,783,300	-34%
Active Listing Count	1	57	-98.2%	NA	N/A	
Active Listing Volume	\$260,000	\$23,054,300	-98.9%	NA	N/A	
Average Listing Price	\$260,000	\$404,461	-35.7%	\$260,000	\$404,461	-35.7%
Median Listing Price	\$260,000	\$329,500	-21.1%	\$260,000	\$329,500	-21.1%
Median Days in RPR	133	69	+92.8%	133	69	+92.8%
Months of Inventory	_	_	-	0.1	2.1	-97.6%
Absorption Rate	_	_	+	2,000%	47.37%	+1,952.6%
Sales Activity Charts Metrics						
New Pending Sales Count	31	20	+55%	31	20	+55%
New Pending Sales Volume	\$11,095,955	\$6,060,800	+83.1%	\$11,095,955	\$6,060,800	+83.1%
Pending Sales Count	29	_	-	N/A	N/A	
Pending Sales Volume	\$10,755,500	_	-	N/A	N/A	
Closed Sales Count	23	20	+15%	23	20	+15%
Closed Sales Volume	\$8,738,702	\$6,895,590	+26.7%	\$8,738,702	\$6,895,590	+26.7%
Average Sales Price	\$379,944	\$344,780	+10.2%	\$379,944	\$344,780	+10.2%
Median Sales Price	\$319,000	\$253,500	+25.8%	\$319,000	\$253,500	+25.8%



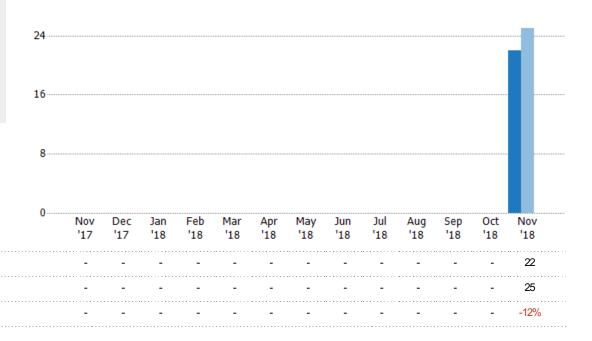


New Listings

The number of new residential listings that were added 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



New Listing Volume

Percent Change from Prior Year

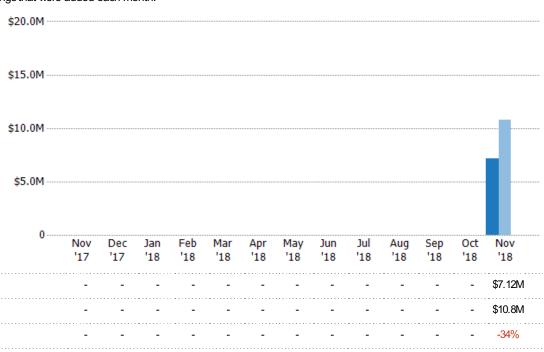
The sum of the listing price of residential listings that were added each month.

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

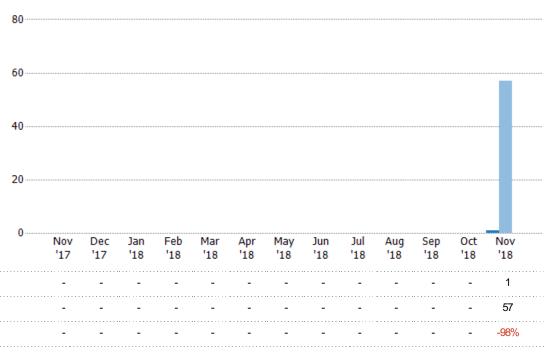




Active Listings

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





Active Listing Volume

Percent Change from Prior Year

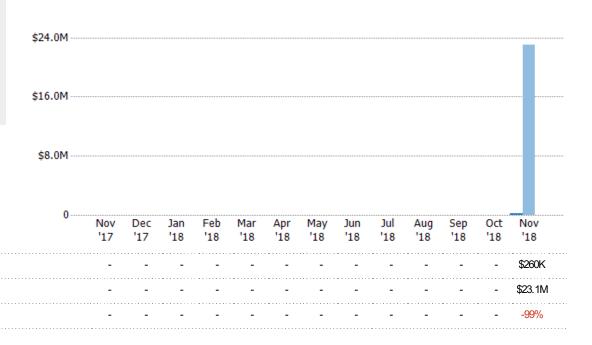
The sum of the listing price of active residential listings at the end of each month.

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





Average Listing Price

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

HI	Iters	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

\$500K
\$375K
\$250K
\$125K

	0	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$260K	
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$404K	
Percent Change from Prior Year	_	-	-	-	-	-	-	-	-	-	-	-	-36%	

Median Listing Price

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

\$100K

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

3400K	
3300K	
5200K	

	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	_	-	-	-	-	-	-	_	-	-	-	-	\$260K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$330K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-21%



105%



Market Data Report

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.

	\$300K ······												
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408	\$225K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0												
	Nov	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov
	'17	17	10	10								10	'18
Avg Est Value	- 17	<u>-</u>	-	-	-	-	- -	-	- -	-	-	-	'18 \$247K

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.

\$300K

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

Filte

Avg Listing Price as a % of Avg Est Value

ZIP: Burlington, VT 05401,													
Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	47510												
	0												
	0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
■ Median Est Value													
Median Est Value Median Listing Price													'18
													'18 \$247K







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 wit	en residential p	propertie	sale IIIs	uispiaye	u as aui	ve namg	SIIINEN	and whe	пашері	eu oneisi	lave bee	moleu	III NFIX.
	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												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	133
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	69
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	93%

Months of Inventory

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

0.75

	3.00
Filters Used	
ZIP: Burlington, VT 05401, Burlington, VT 05402, Wnooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408	2,25
Property Type: Condo/Townhouse/Apt, Single Family Residence	1.50

	0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	- -	-	-	-	-	-	-	-	-	-	-	-	0.08
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	2.11
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-96%





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

20
15
10
5

May

Jun

Jul

Aug

Sep

0ct

Nov

	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-		-		-	1,300%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	47%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	- 1,253%

Feb

Active/Pending/Sold Units

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

Nov

Dec

Jan

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



Active Sold





Current Year

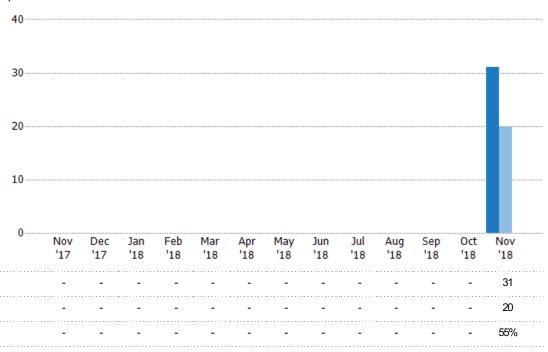
Prior Year

Market Data Report

New Pending Sales

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

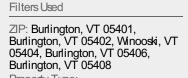




New Pending Sales Volume

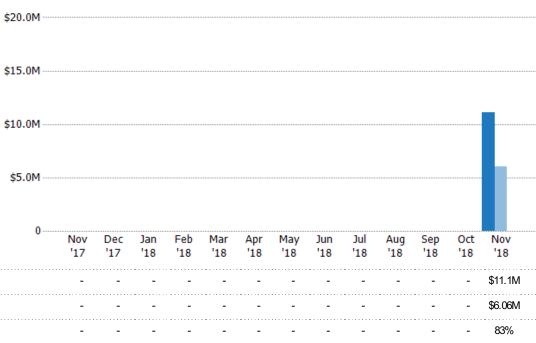
Percent Change from Prior Year

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



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

Percent Change from Prior Year



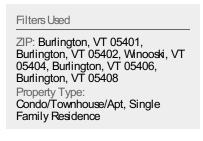


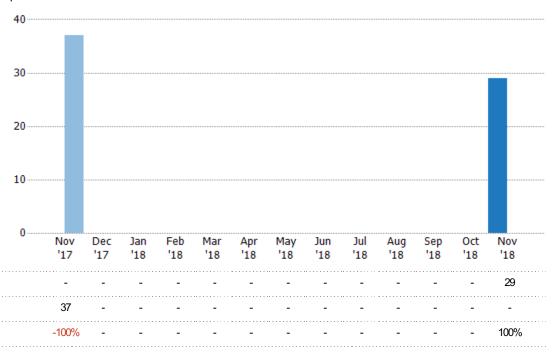
Current Year



Pending Sales

The number of residential properties with accepted offers that were available at the end each month.





Pending Sales Volume

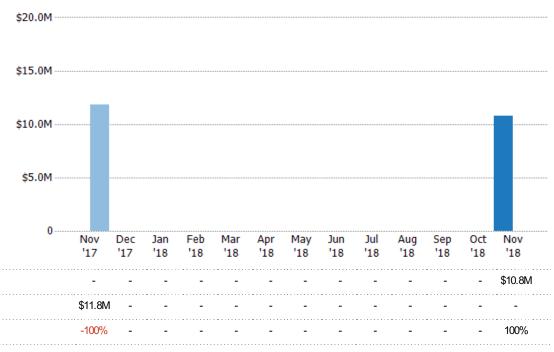
Percent Change from Prior Year

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.





Current Year

Percent Change from Prior Year



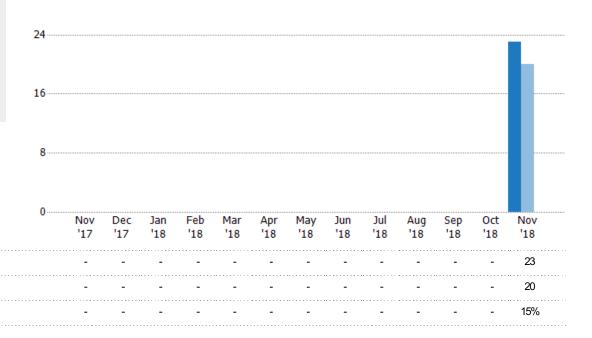


Closed Sales

The total number of residential 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

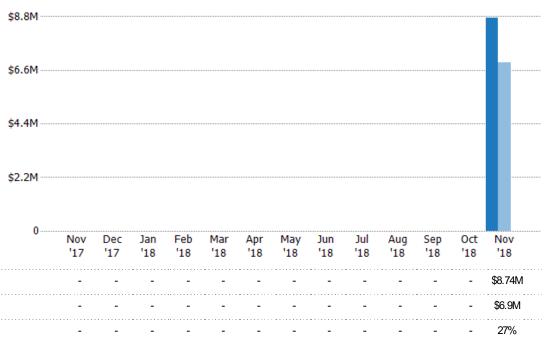
The sum of the sales price of residential properties sold each month.



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



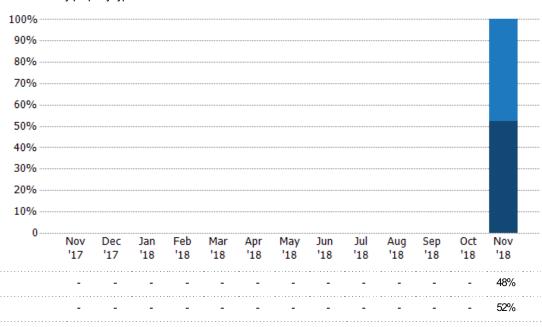


Closed Sales by Property Type

The percentage of residential 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 residential properties sold each month.

\$100K

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

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

Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct Nov '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18 \$380K \$345K 10% Percent Change from Prior Year







\$400K

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

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

Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
 -	-	-	-	-	-	-	-	-		-	-	\$319K
 -	-	-	-	-	-	-	-	-	-	-	-	\$254K
 -	-	-	-	-	-	-	-	-	-	-	-	26%

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

Percent Change from Prior Year

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

	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$386K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$380K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	98%



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.

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

\$300K	 	 							
\$200K	 	 				 			
\$100K	 	 				 			
0									
0 Nov '17				May '18			Sep	0ct	Nov
Nov			Apr '18		Jun '18		Sep '18	0ct	Nov '18

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

Med Sales Price as a % of Med List Price

\$400K						 		
\$300K				 		 	 	
\$200K				 		 	 	 •••••
\$100K				 		 	 	
Nov	Dec '17	Jan	Feb		May '18			

	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$375K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$386K
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.

|--|

	\$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												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$306K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$317K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	104%



