Summary of Key Listing and Sales Metrics

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

Nov 2018	Nov 2017	+/-	YTD 2018	YTD 2017	+ / -
18	19	-5.3%	18	19	-5.3%
\$5,911,400	\$8,405,099	-29.7%	\$5,911,400	\$8,405,099	-29.7%
83	_	-	NA	N/A	
\$40,652,625	_	-	NA	N/A	
\$489,791	_	-	\$489,791	_	_
\$359,000	_	-	\$359,000	_	_
112	_	-	112	_	_
_	_	-	_	2.9	_
_	_	-	_	34.94%	_
20	25	-20%	20	25	-20%
\$6,215,455	\$6,735,400	-7.7%	\$6,215,455	\$6,735,400	-7.7%
36	_	-	NA	N/A	
\$10,223,200	_	-	NA	N/A	
15	21	-28.6%	15	21	-28.6%
\$4,640,102	\$5,656,500	-18%	\$4,640,102	\$5,656,500	-18%
\$309,340	\$269,357	+14.8%	\$309,340	\$269,357	+14.8%
\$287,000	\$244,600	+17.3%	\$287,000	\$244,600	+17.3%
	18 \$5,911,400 83 \$40,652,625 \$489,791 \$359,000 112 - - 20 \$6,215,455 36 \$10,223,200 15 \$4,640,102 \$309,340	18 19 \$5,911,400 \$8,405,099 83 - \$40,652,625 - \$489,791 - \$359,000 - 112 20 25 \$6,215,455 \$6,735,400 36 - \$10,223,200 - 15 21 \$4,640,102 \$5,656,500 \$309,340 \$269,357	18 19 -5.3% \$5,911,400 \$8,405,099 -29.7% 83 - - \$40,652,625 - - \$359,000 - - 112 - - - - - \$6,215,455 \$6,735,400 -7.7% 36 - - \$10,223,200 - - 15 21 -28.6% \$4,640,102 \$5,656,500 -18% \$309,340 \$269,357 +14.8%	18 19 -5.3% 18 \$5,911,400 \$8,405,099 -29.7% \$5,911,400 83 NVA \$40,652,625 - NVA \$489,791 - \$489,791 \$359,000 - \$359,000 112 - 112 112	18 19 -5.3% 18 19 \$5,911,400 \$8,405,099 -29.7% \$5,911,400 \$8,405,099 83 - - N/A N/A \$40,652,625 - - N/A N/A \$489,791 - - \$489,791 - \$359,000 - - \$359,000 - 112 - - 112 - - - - 2.9 - - - - 34.94% 20 25 -20% 20 25 \$6,215,455 \$6,735,400 -7.7% \$6,215,455 \$6,735,400 36 - - N/A N/A \$10,223,200 - - N/A N/A \$4,640,102 \$5,656,500 -18% \$4,640,102 \$5,656,500 \$309,340 \$269,357 +14.8% \$309,340 \$269,357

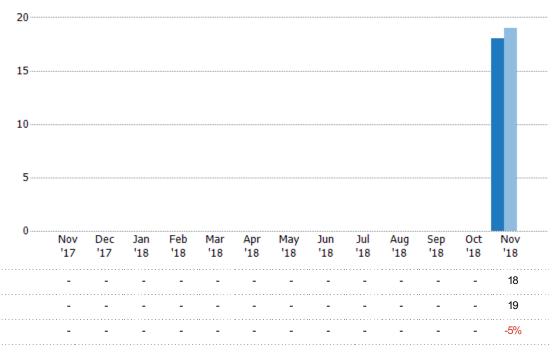




New Listings

The number of new residential listings that were added each month.





New Listing Volume

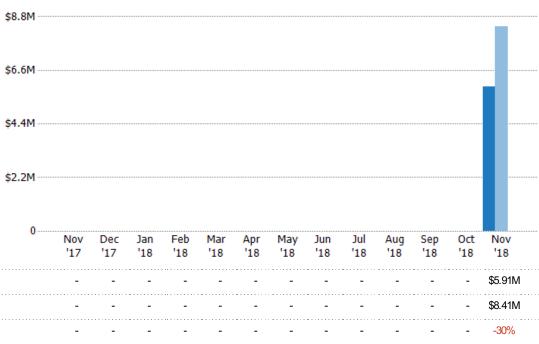
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of residential 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

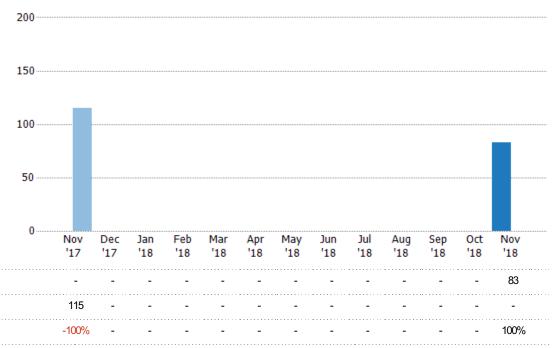
Percent Change from Prior Year



Active Listings

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





Active Listing Volume

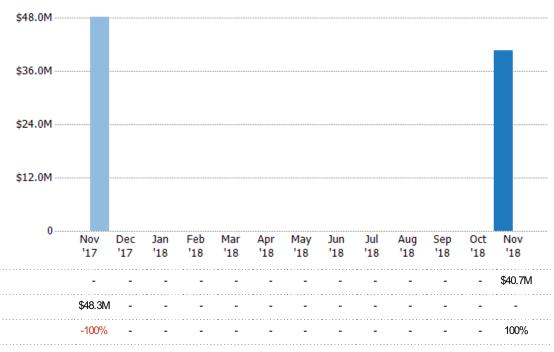
Percent Change from Prior Year

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.

\$250K

Filters Used

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

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

\$375K -----

\$125K

0. Nov Dec Mar Apr May Jun Jul Aug Sep 0ct Nov '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18 '17 '18 \$490K \$420K -100% -83% -67% -50% -33% 17% 33% 67% 100%

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

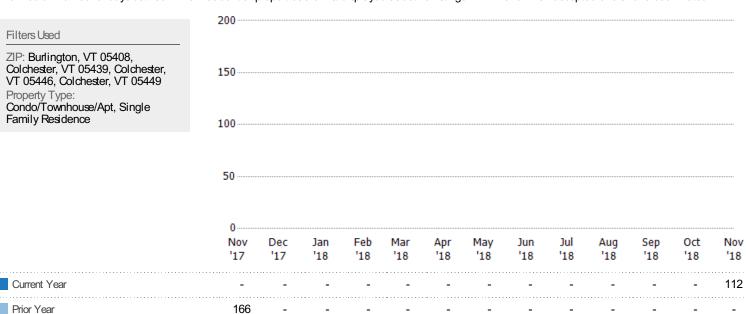
	0													
	Nov '17	Dec '17	Jan '18							Aug '18		Oct '18		
Current Year	-	-	-					-				-	\$359K	
Prior Year	\$359K	-	-	-	-	-	-	-	-	-	-	-	-	
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%	





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.



Months of Inventory

Percent Change from Prior Year

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

-100%

-83%

-67%

-50%

-33%

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
1.50
0

33%

50%

67%

100%

	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	-	-	-	-	-	-	-	-	-	-	-	-	3.19
Prior Year	5.48	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%





20%

Absorption Rate

The percentage of inventory sold per month.

	Used

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

40%	
30%	

10%

0												
Nov	Dec '17	Jan	Feb	Mar '18			Jun '18			Sep '18	Oct	Nov
							-					
18%	, o -	-					-	-	-	-	-	-
18%	5 14%	10%	6%	2%	-2%	-7%	-11%	-15%	-19%	-23%	-27%	-31%

Active/Pending/Sold Units

The number of residential 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



Sold



New Pending Sales

Family Residence

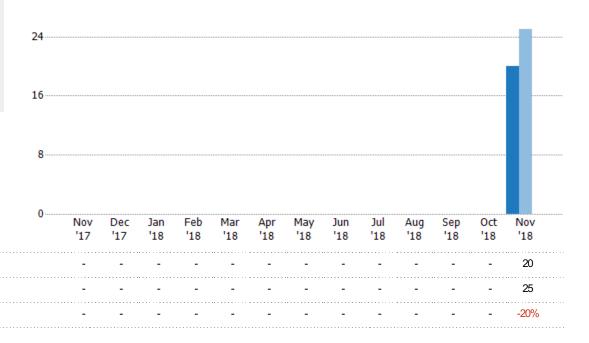
Current Year

Prior Year

The number 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



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.

Eilters Used

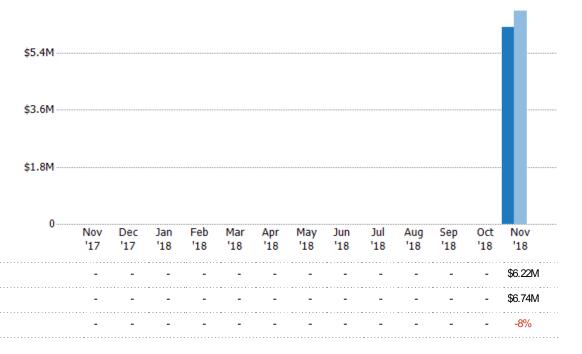
ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449

Property Type:
Condo/Townhouse/Apt, Single

Family Residence

Current Year

Percent Change from Prior Year

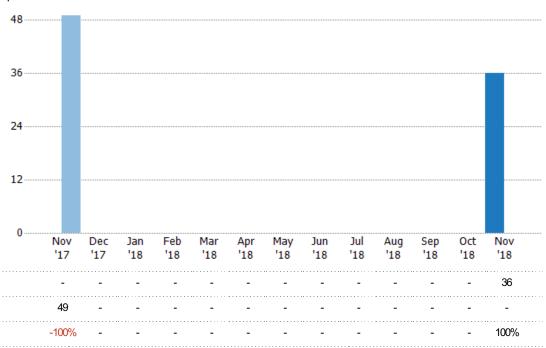




Pending Sales

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





Pending Sales Volume

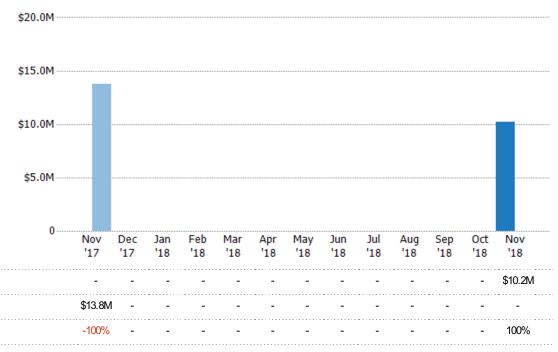
Percent Change from Prior Year

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

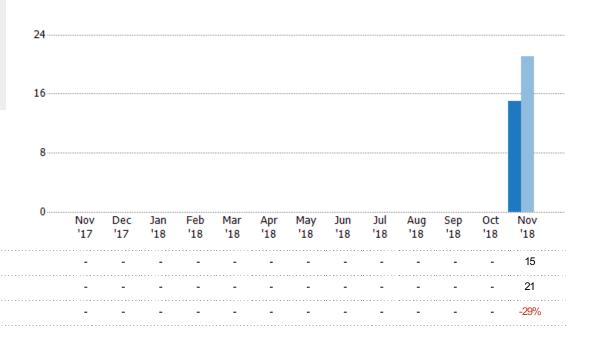


Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: Burlington, VT 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.

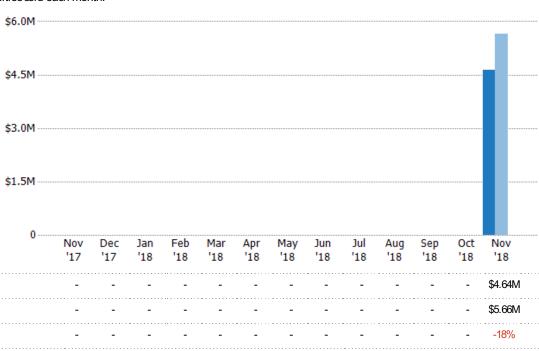
Filters Used

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

Percent Change from Prior Year



Current Year

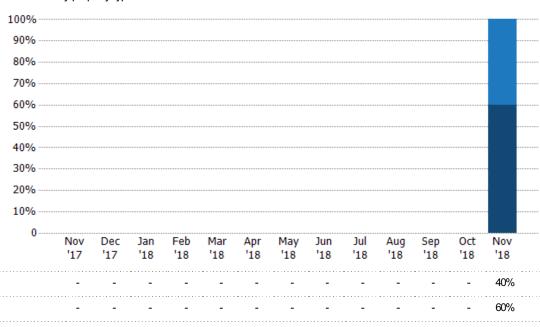


Closed Sales by Property Type

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

ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 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 \$309K \$269K 15% Percent Change from Prior Year



Current Year





\$300K

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

φ/3i(
\$75K						
\$150K	 	 	 	 	 	
\$225K	 	 	 	 	 	

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
-	-	-	-	-	-	-	-	-	-	-	-	\$287K
-	-	-	-	-	-	-	-	-	-	-	-	\$245K
-	-	-	-	-	-	-	-	-	-	-	-	17%
	-	Nov Dec '17 '17 	Nov Dec Jan '17 '17 '18	Nov Dec Jan Feb '17 '17 '18 '18	Nov Dec Jan Feb Mar '17 '17 '18 '18 '18	Nov Dec Jan Feb Mar Apr '17 '17 '18 '18 '18 '18	Nov Dec Jan Feb Mar Apr May '17 '17 '18 '18 '18 '18 '18	Nov Dec Jan Feb Mar Apr May Jun '17 '17 '18 '18 '18 '18 '18 '18	Nov Dec Jan Feb Mar Apr May Jun Jul '17 '17 '18 '18 '18 '18 '18 '18 '18	Nov Dec Jan Feb Mar Apr May Jun Jul Aug '17 '18	Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep '17 '18 '18 '18 '18 '18 '18 '18 '18 -	Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct '17 '18

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

\$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	-	-	-	-	-	-	-	-	-	-	-	-	\$310K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$309K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	100%







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

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

\$75K

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
-	- -	-	-	-	-	-	-	-	-	-	-	\$285K
-	-	-	-	-	-	-	-	-	-	-	-	\$287K
-		-		-	-	-	-	-	-	-		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.

\$100K

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	

	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 Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$306K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$310K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	101%







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

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

25K						 					
50K											
75K						 					
0						 				Oct	
0						 				Oct	
0	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	 Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	N ':



