

## Summary of Key Listing and Sales Metrics

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

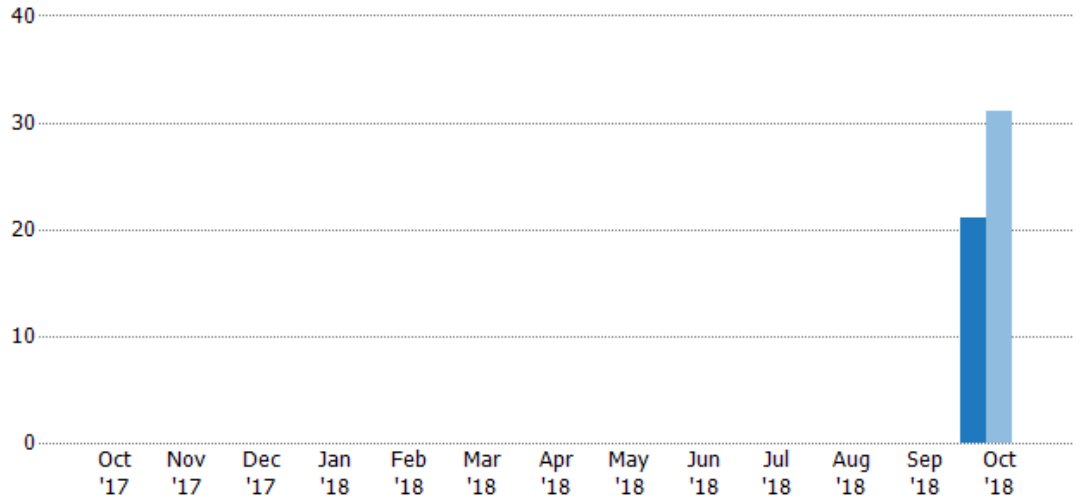
Key Metrics	Oct 2018	Oct 2017	+ / -	YTD 2018	YTD 2017	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	21	31	-32.3%	21	31	-32.3%
New Listing Volume	\$7,226,974	\$8,734,895	-17.3%	\$7,226,974	\$8,734,895	-17.3%
Active Listing Count	74	89	-16.9%	N/A	N/A	
Active Listing Volume	\$34,586,529	\$38,921,526	-11.1%	N/A	N/A	
Average Listing Price	\$467,386	\$437,321	+6.9%	\$467,386	\$437,321	+6.9%
Median Listing Price	\$372,000	\$319,900	+16.3%	\$372,000	\$319,900	+16.3%
Median Days in RPR	104	91	+14.3%	104	91	+14.3%
Months of Inventory	-	-	-	2.8	5.6	-48.8%
Absorption Rate	-	-	+	35.14%	17.98%	+17.2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	20	29	-31%	20	29	-31%
New Pending Sales Volume	\$7,041,900	\$8,113,700	-13.2%	\$7,041,900	\$8,113,700	-13.2%
Pending Sales Count	38	33	+15.2%	N/A	N/A	
Pending Sales Volume	\$13,059,399	\$9,543,300	+36.8%	N/A	N/A	
Closed Sales Count	12	26	-53.8%	12	26	-53.8%
Closed Sales Volume	\$5,275,900	\$7,851,700	-32.8%	\$5,275,900	\$7,851,700	-32.8%
Average Sales Price	\$439,658	\$301,988	+45.6%	\$439,658	\$301,988	+45.6%
Median Sales Price	\$346,750	\$267,500	+29.6%	\$346,750	\$267,500	+29.6%

## New Listings

The number of new residential 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



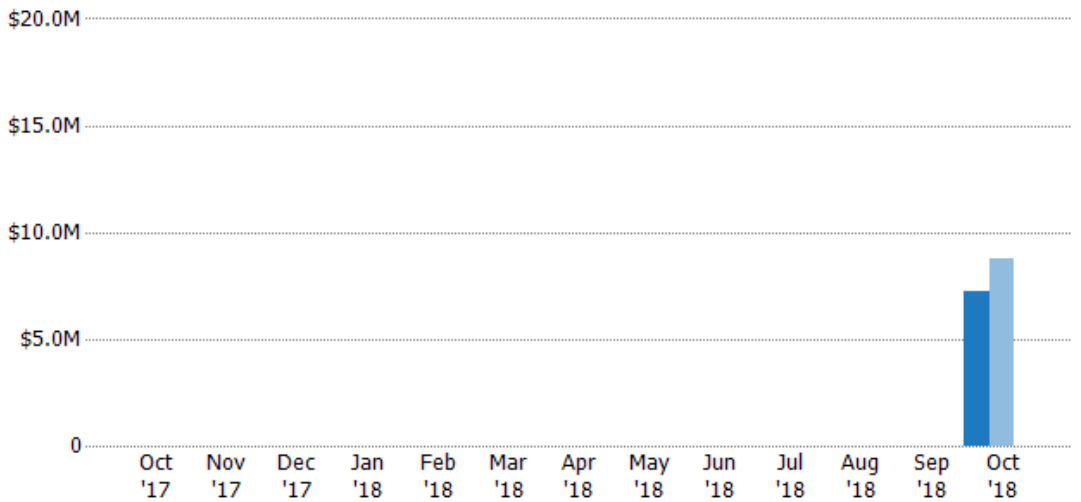
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	21
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	31
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-32%

## New Listing Volume

The sum of the listing price of residential 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



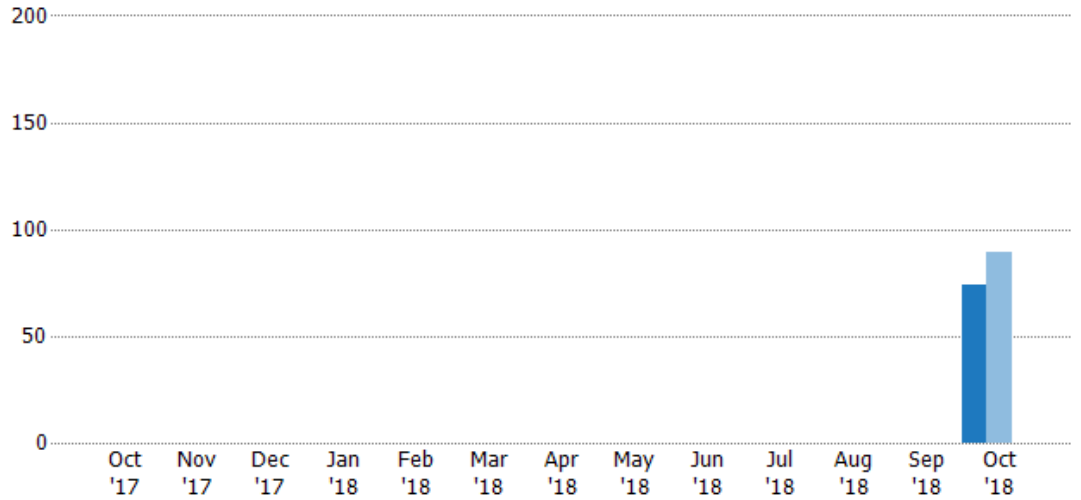
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$7.23M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$8.73M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-17%

## Active Listings

The number of active residential listings at the end of 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



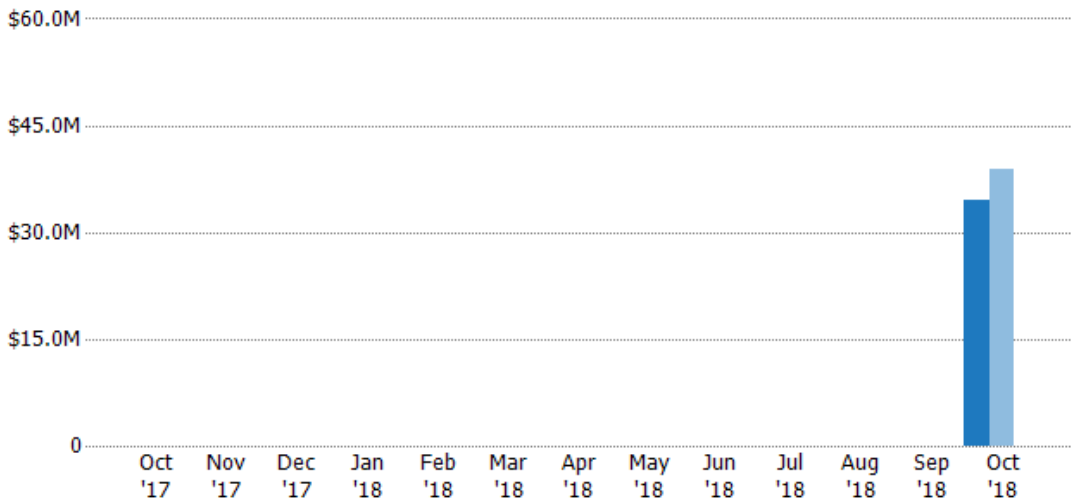
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	74
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	89
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-17%

## Active Listing Volume

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

### Filters Used

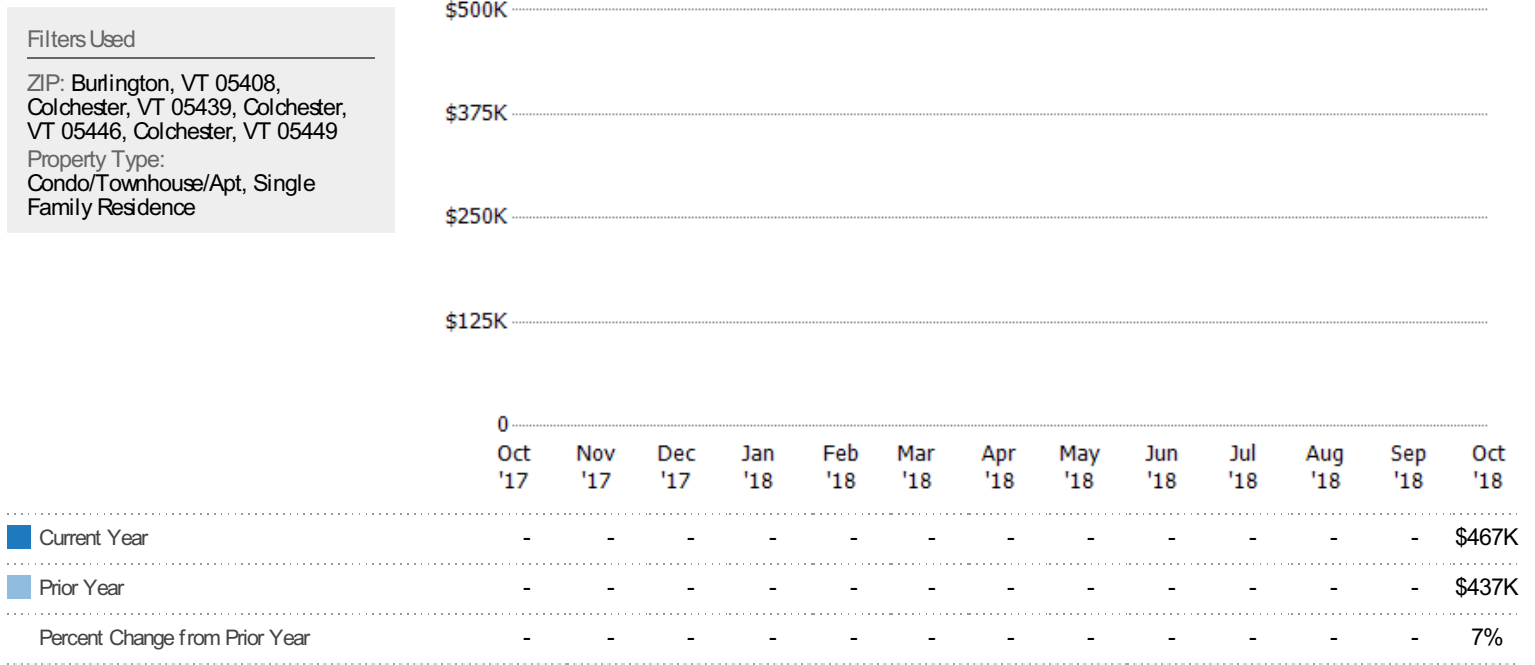
ZIP: Burlington, VT 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$34.6M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$38.9M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-11%

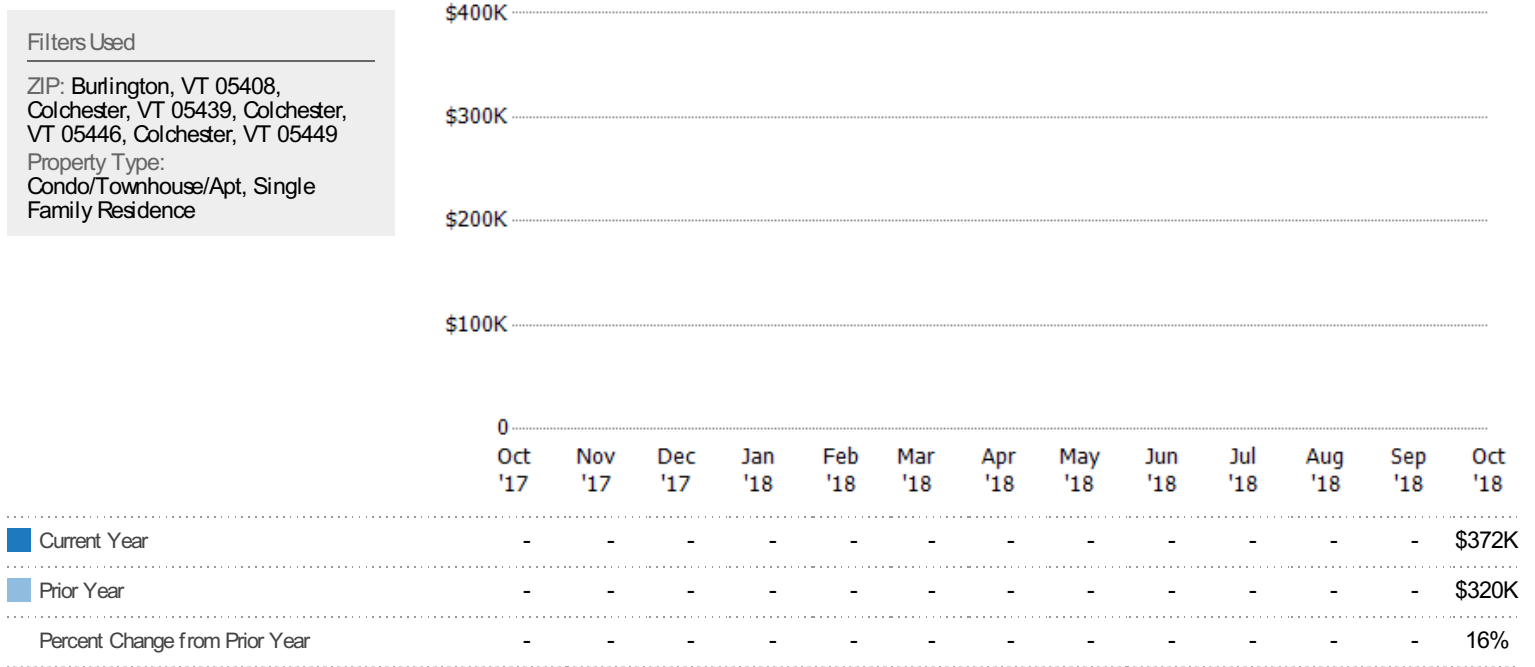
## Average Listing Price

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



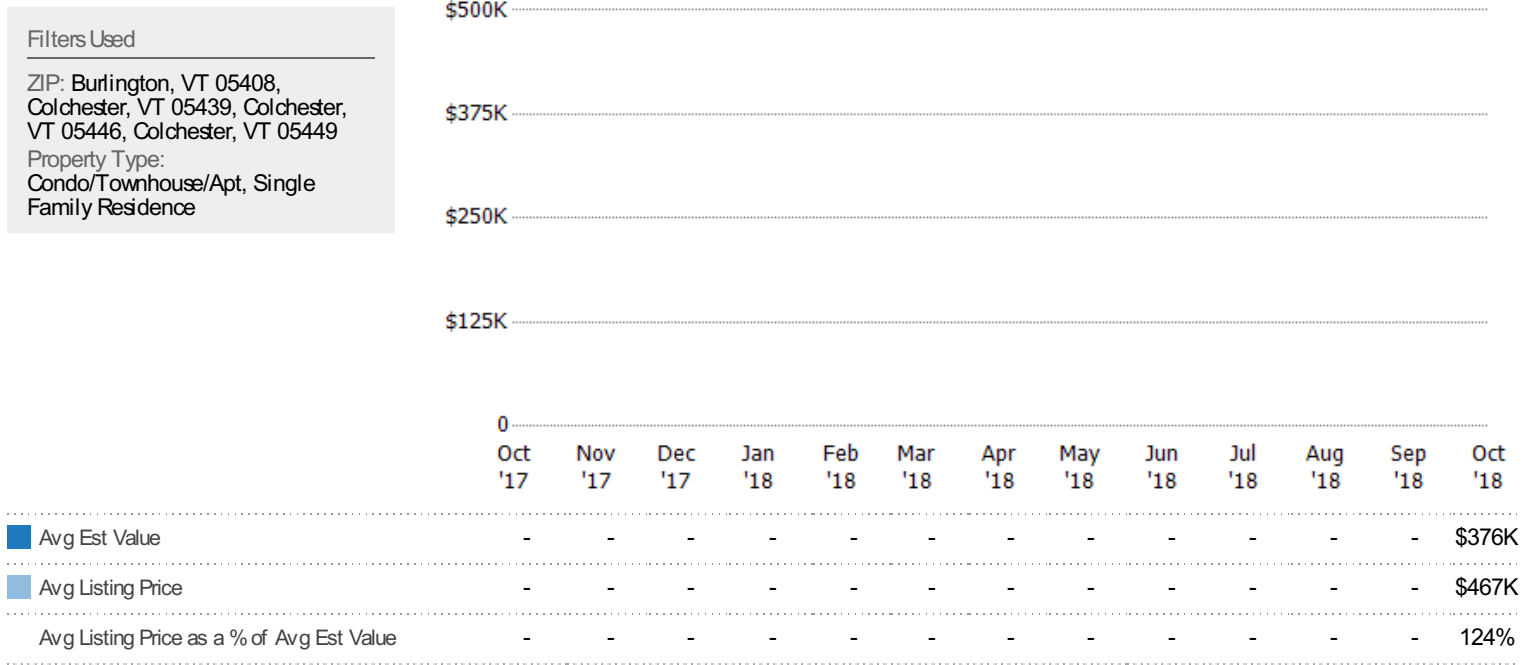
## Median Listing Price

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



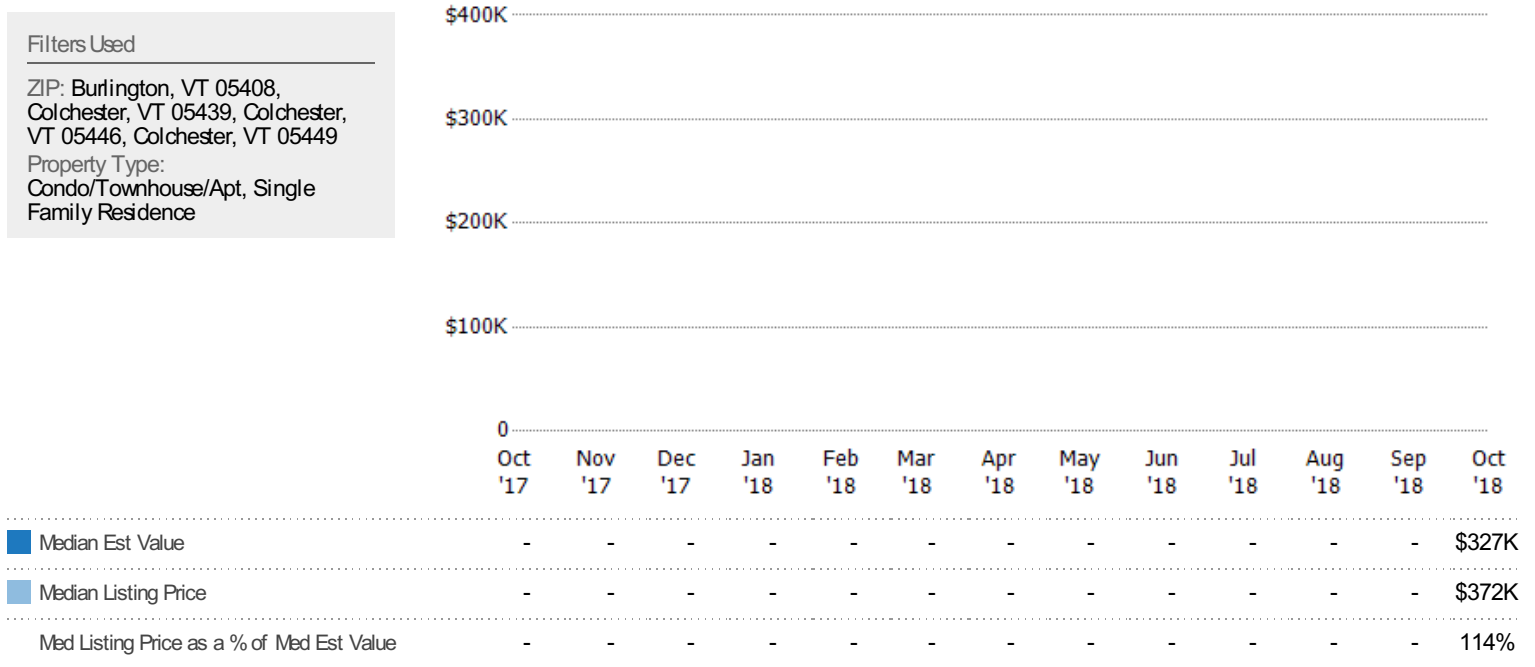
## Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.



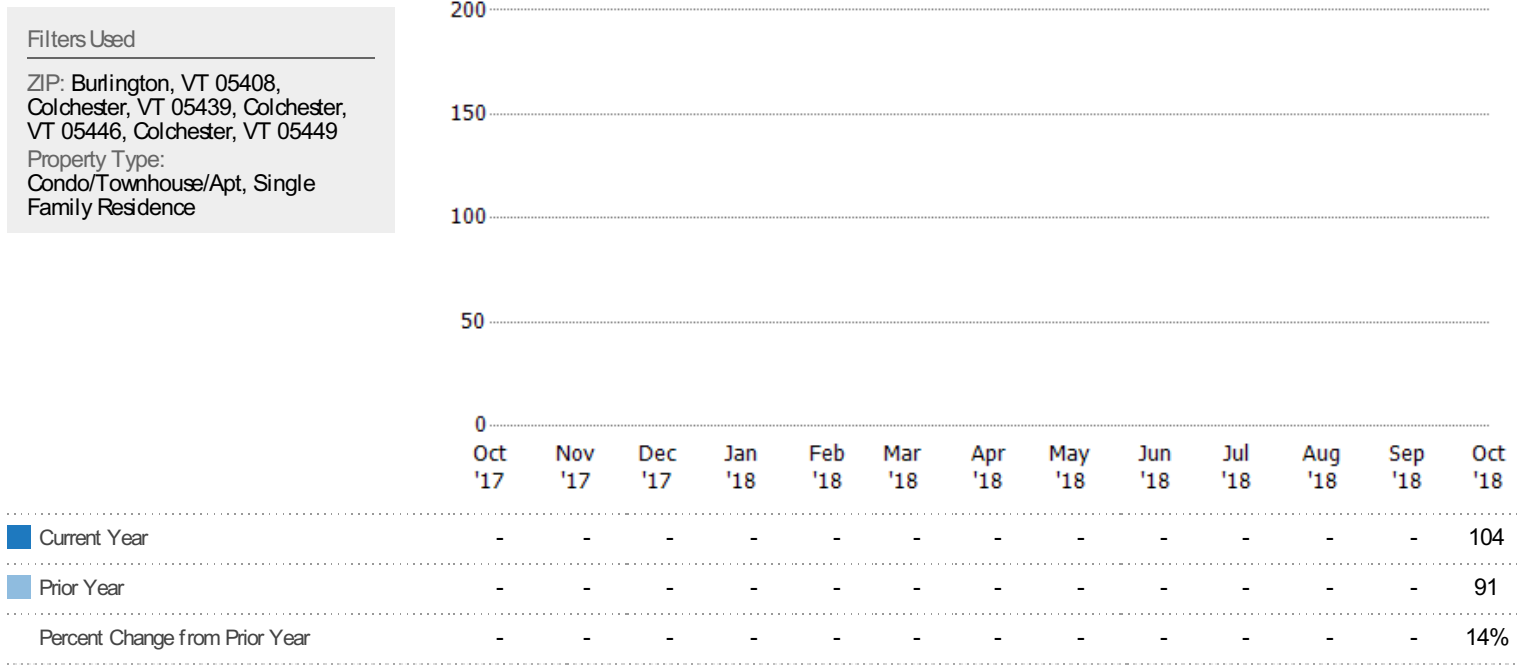
## Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.



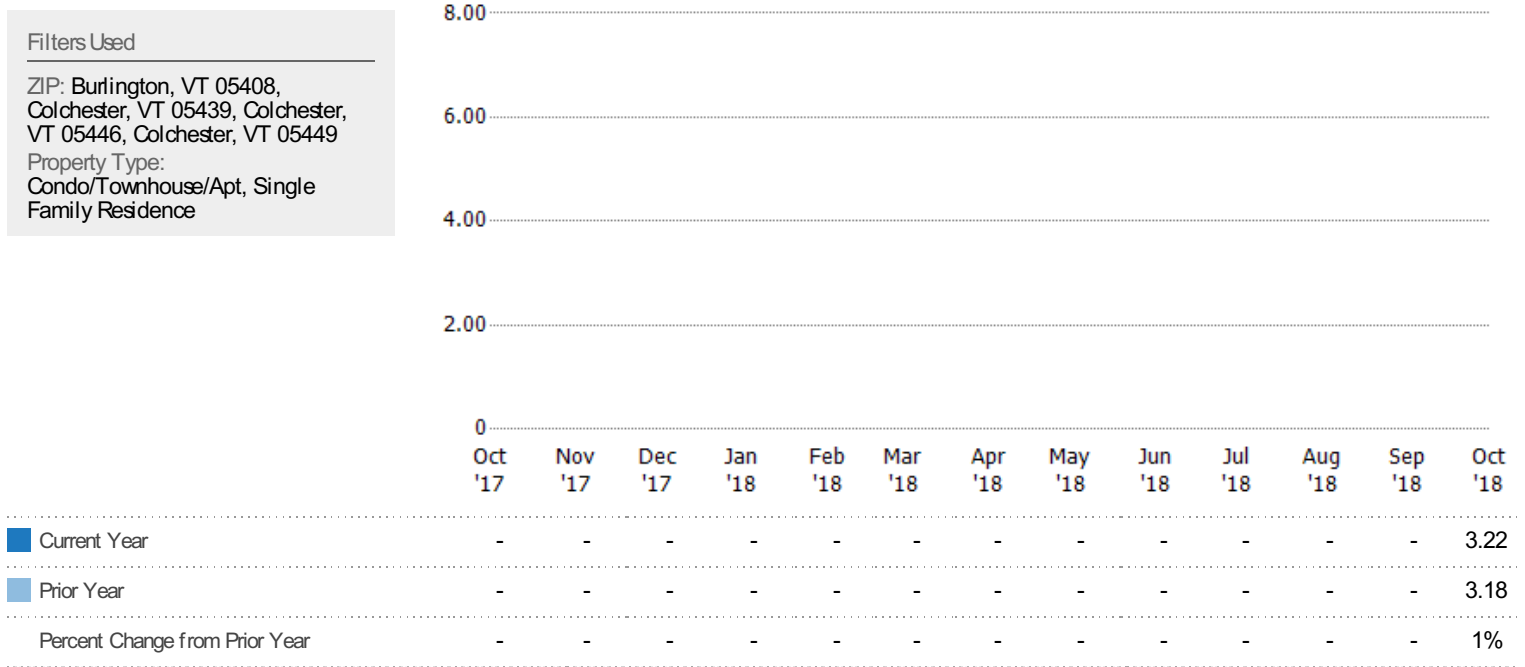
## Median Days in RPR

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.



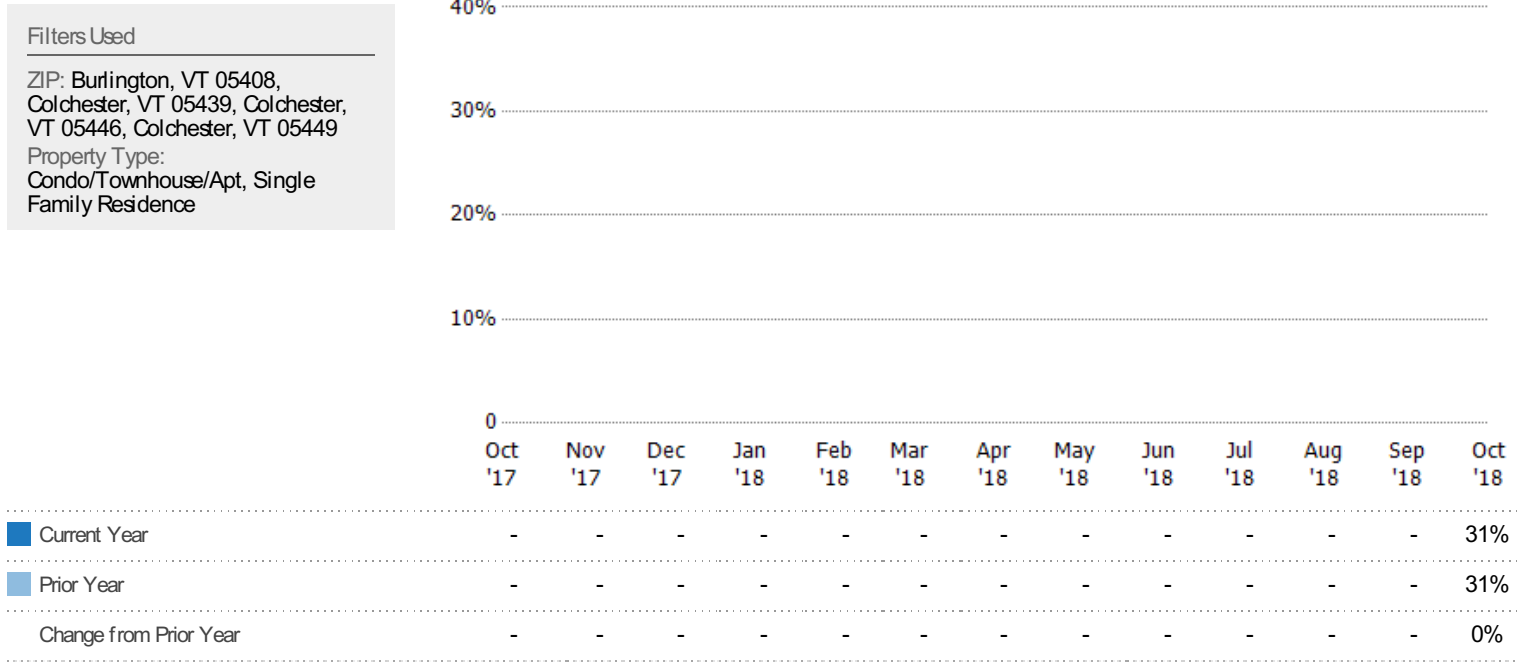
## Months of Inventory

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



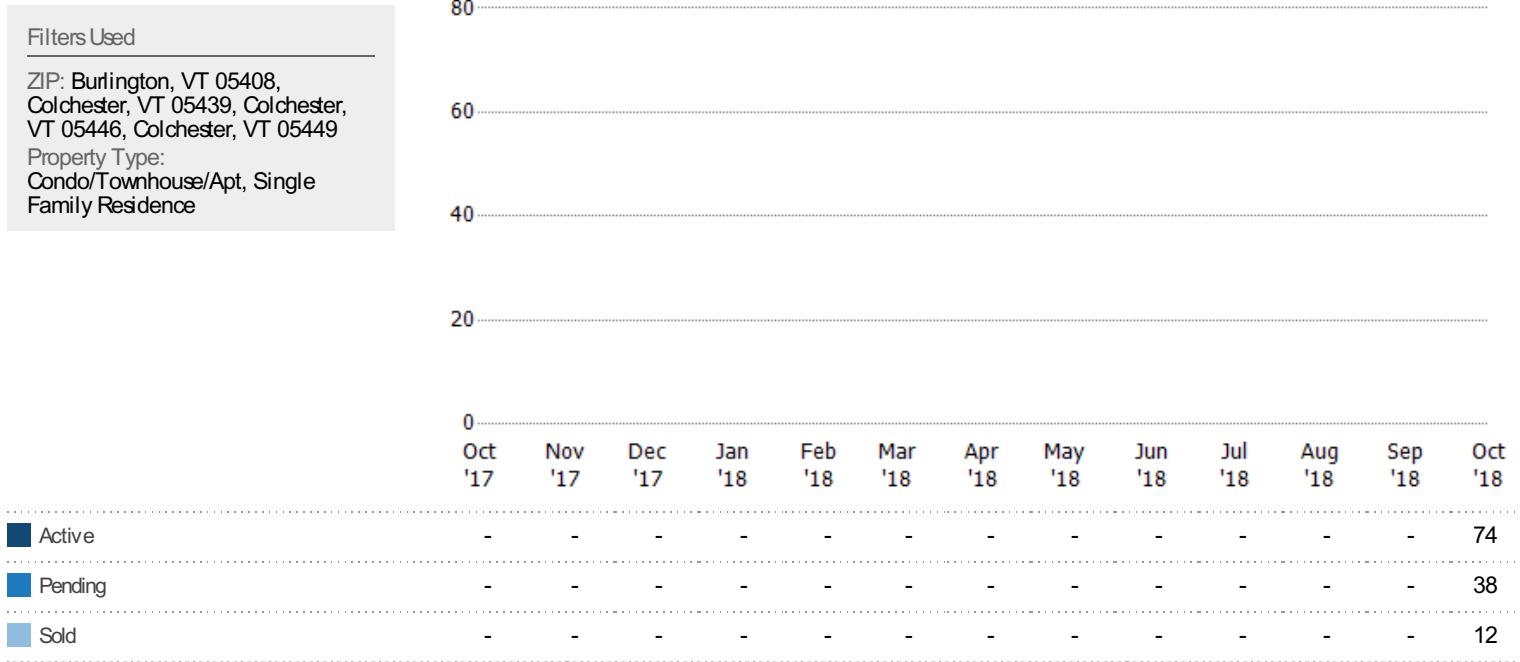
## Absorption Rate

The percentage of inventory sold per month.



## Active/Pending/Sold Units

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

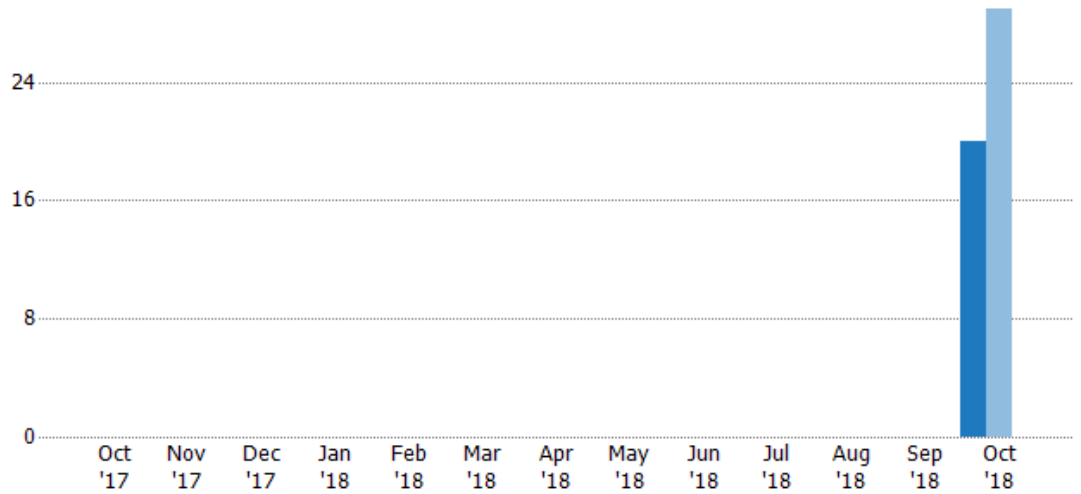


## New Pending Sales

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  
Family Residence



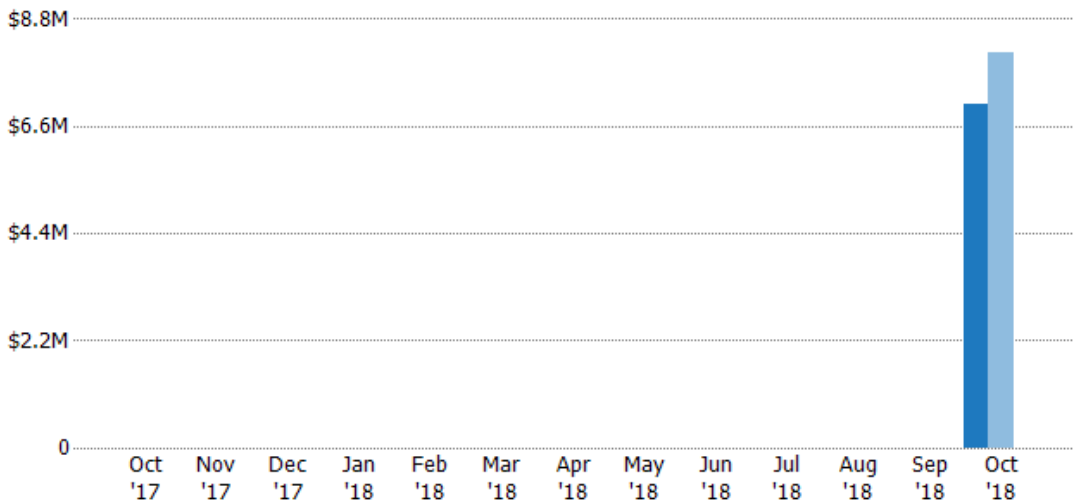
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	20
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	29
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-31%

## New Pending Sales Volume

The sum of the sales price 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  
Family Residence



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$7.04M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$8.11M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-13%

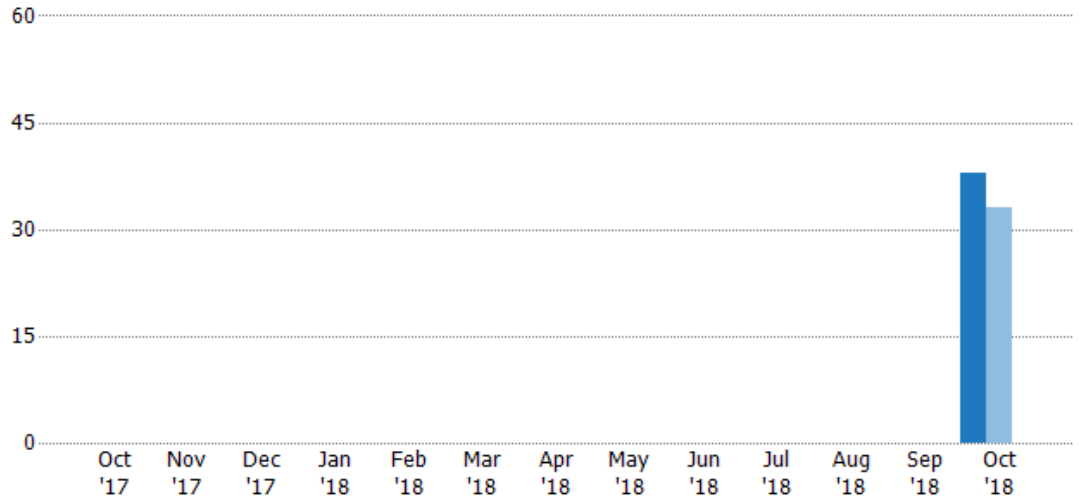


## Pending Sales

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



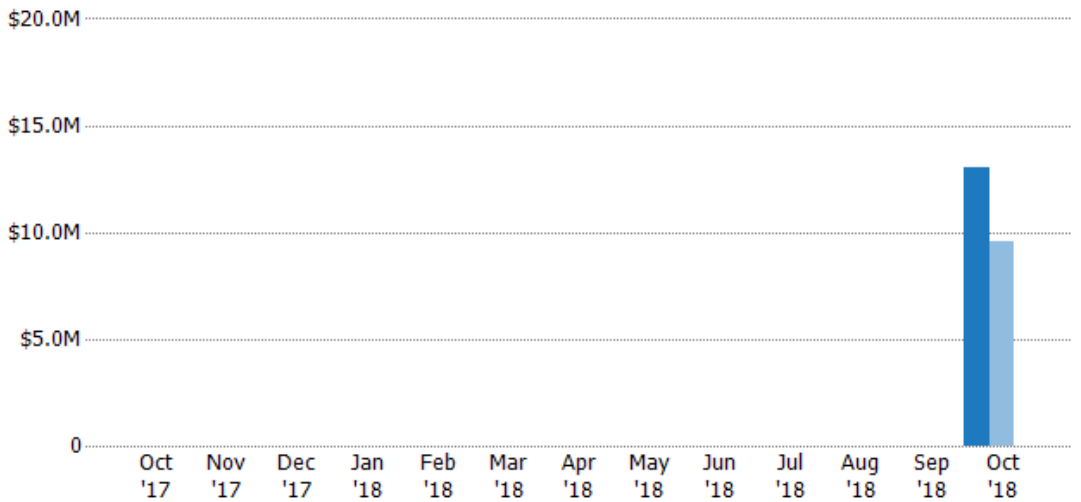
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	38
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	33
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	15%

## Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of 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



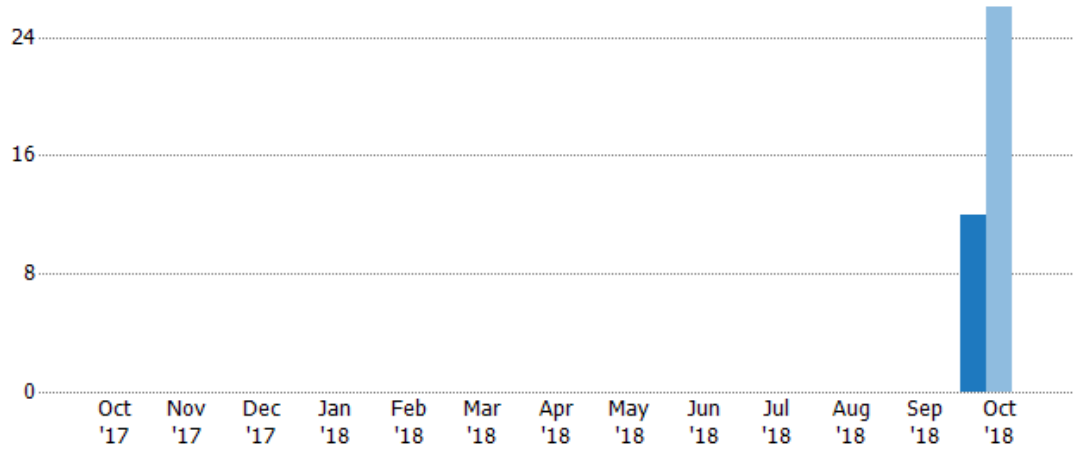
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$13.1M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$9.54M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	37%

## 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



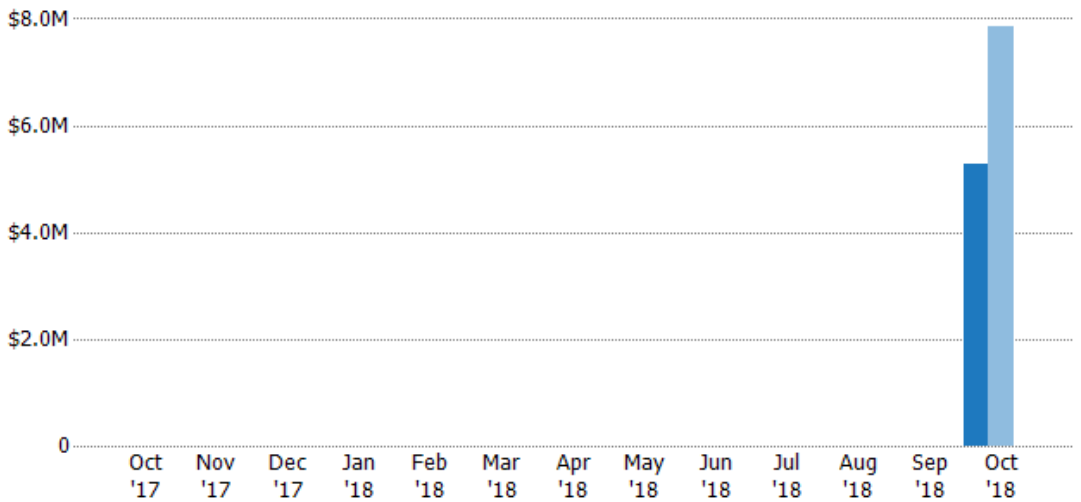
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	12
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	26
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-54%

## Closed Sales Volume

The sum of the sales price 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



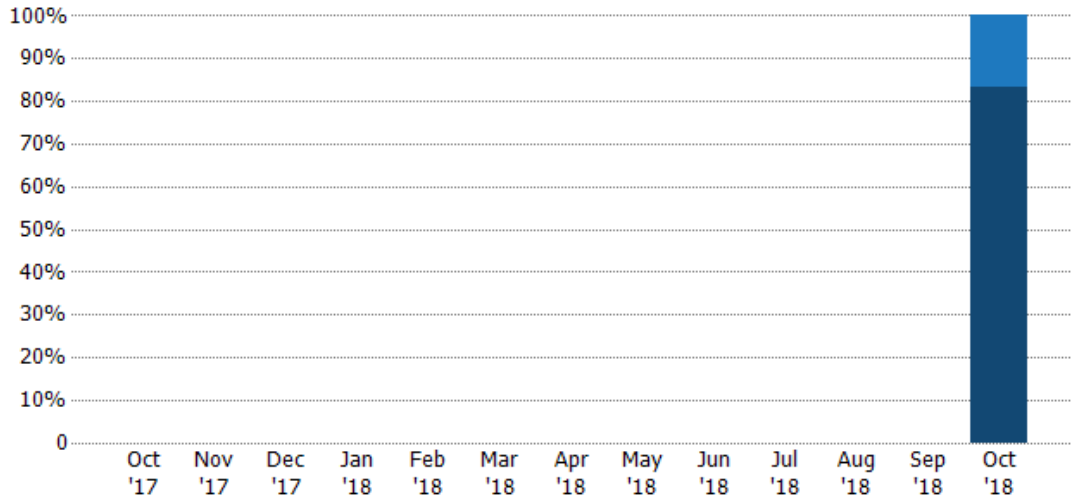
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$5.28M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$7.85M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	-33%

## 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



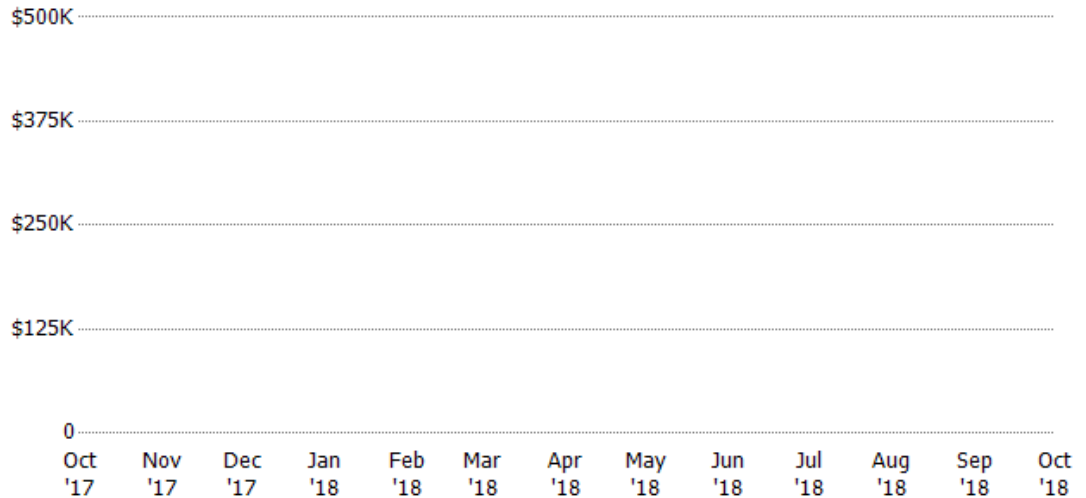
Property Type	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	-	17%
Single Family Residence	-	-	-	-	-	-	-	-	-	-	-	-	83%

## Average Sales Price

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

### Filters Used

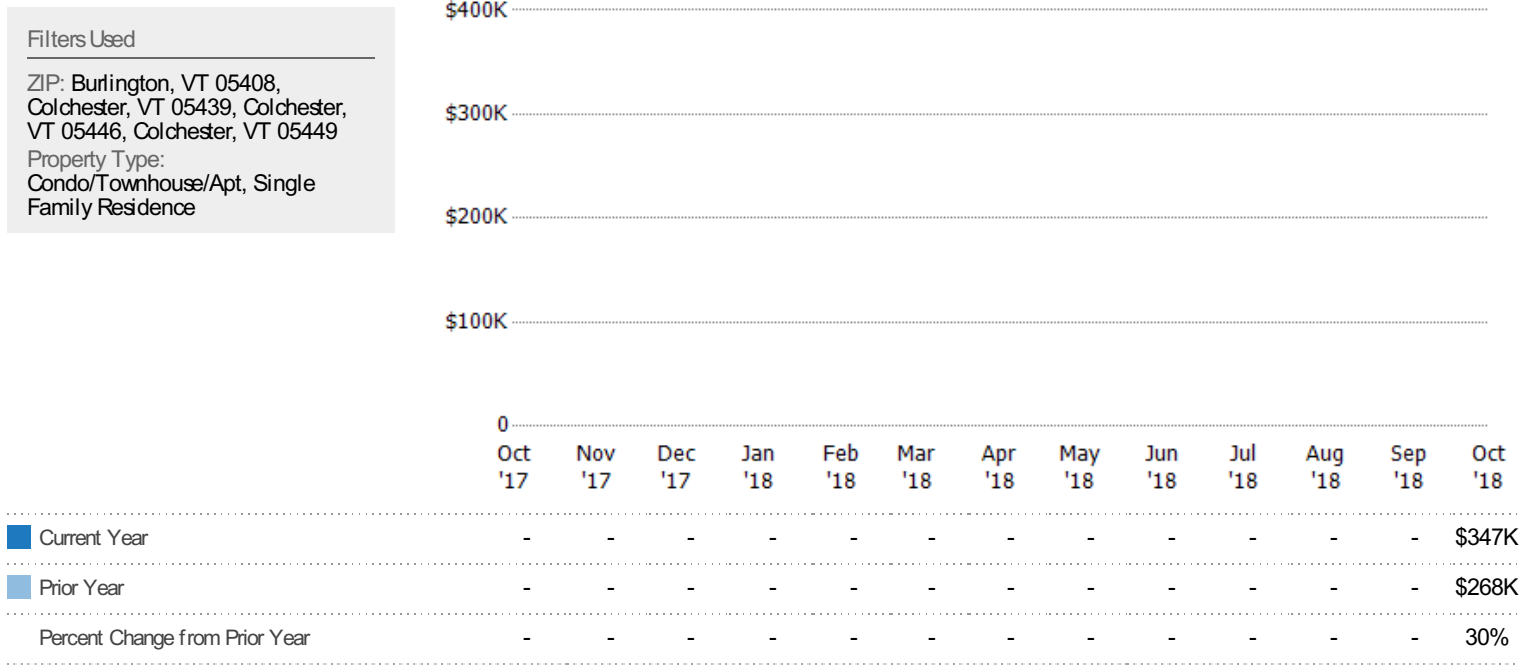
ZIP: Burlington, VT 05408,  
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VT 05446, Colchester, VT 05449  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Category	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$440K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$302K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	46%

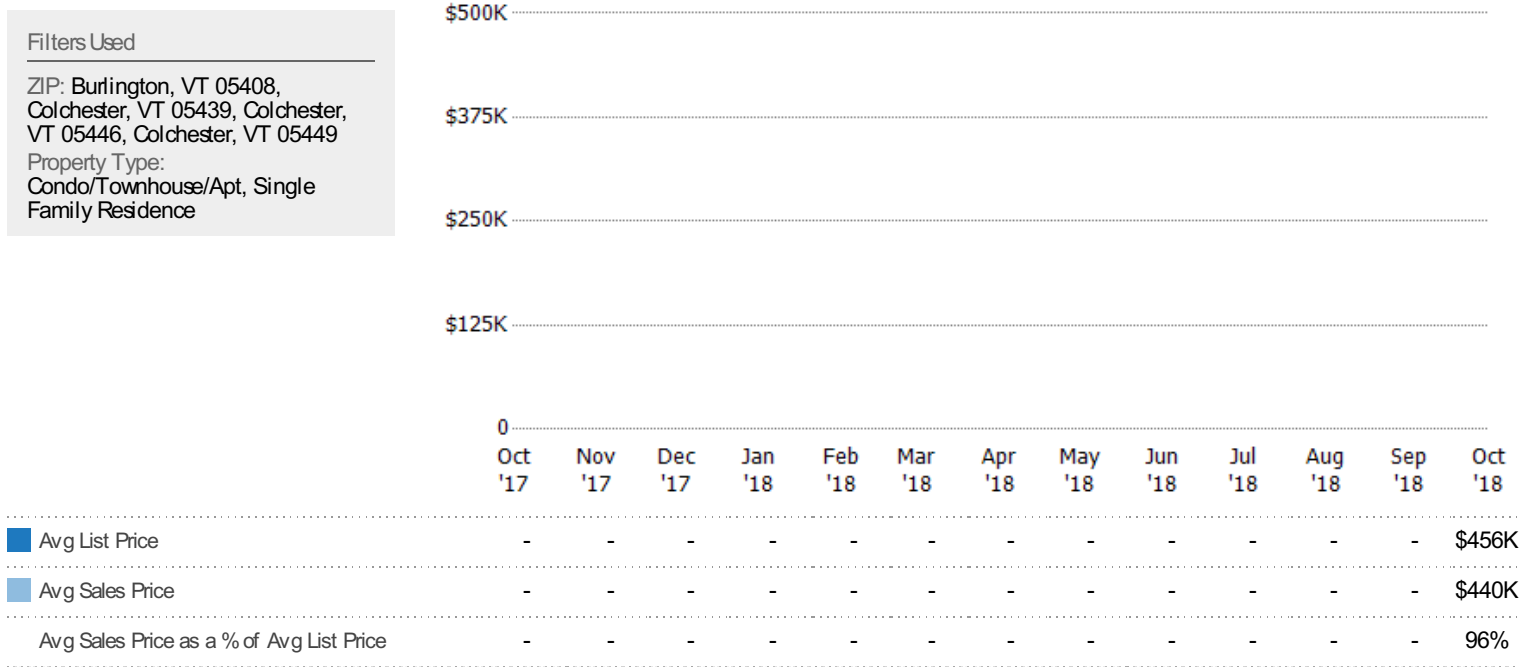
## Median Sales Price

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



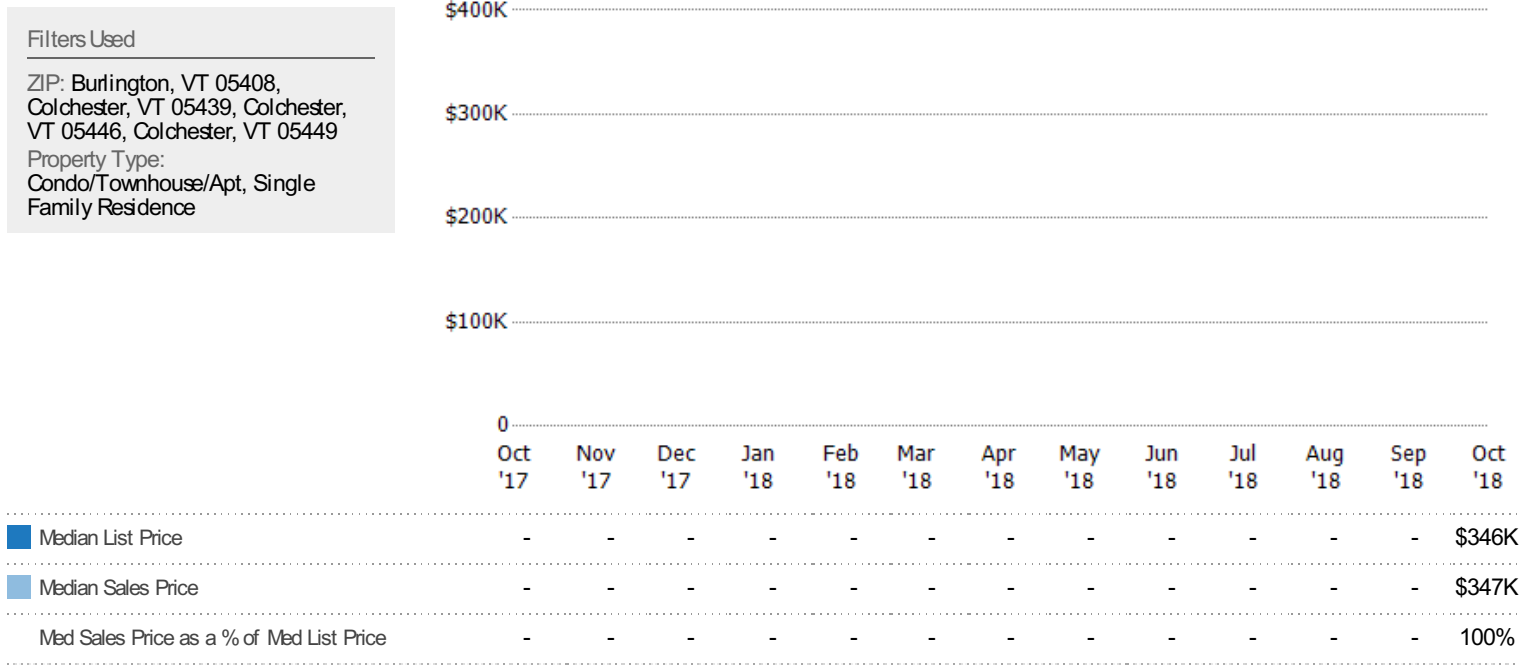
## Average Sales Price vs Average Listing Price

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



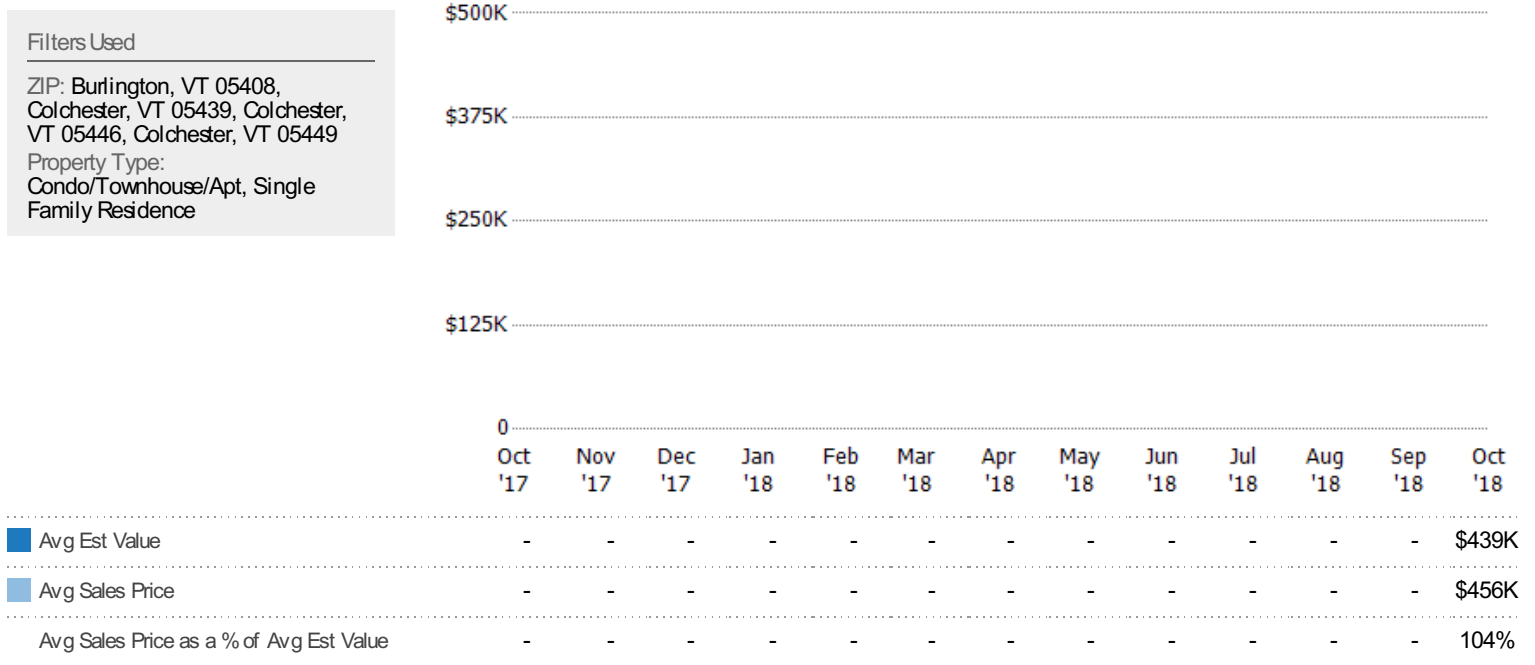
## Median Sales Price vs Median Listing Price

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



## 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.

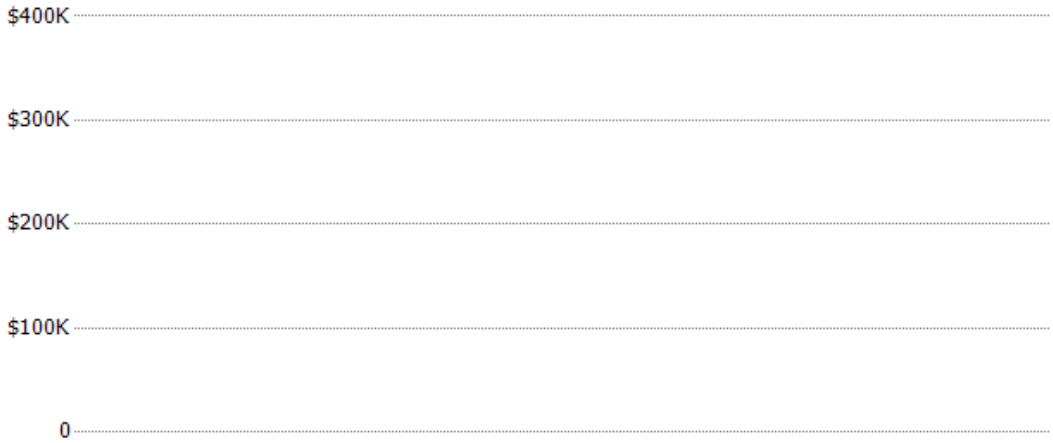


## Median Sales Price vs Median Est Value

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



	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$277K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$346K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	125%