# 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	+ / -
Listing Activity Charts Metrics						
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%	NA	N/A	
Active Listing Volume	\$34,586,529	\$38,921,526	-11.1%	NA	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 Daysin 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%
Sales Activity Charts Metrics						
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%	NA	N/A	
Pending Sales Volume	\$13,059,399	\$9,543,300	+36.8%	NA	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%





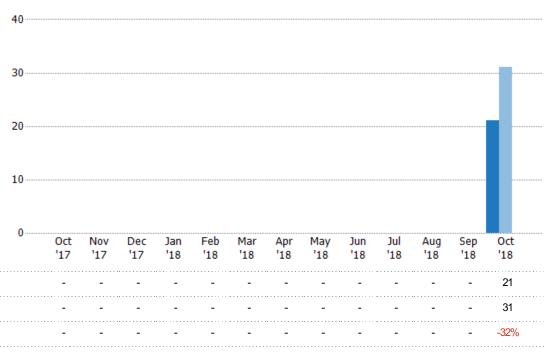
#### **New Listings**

Family Residence

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



#### New Listing Volume

Percent Change from Prior Year

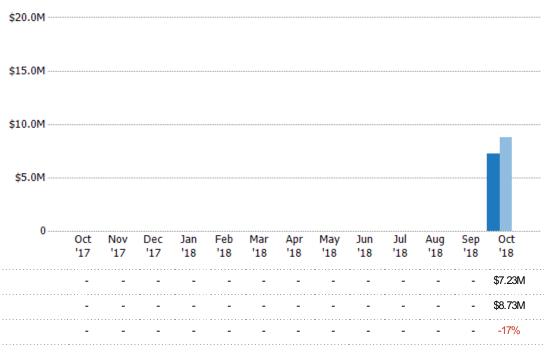
The sum of the listing price of residential listings that were added each month.

Filters Used

Current Year

Prior Year

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



Current Year

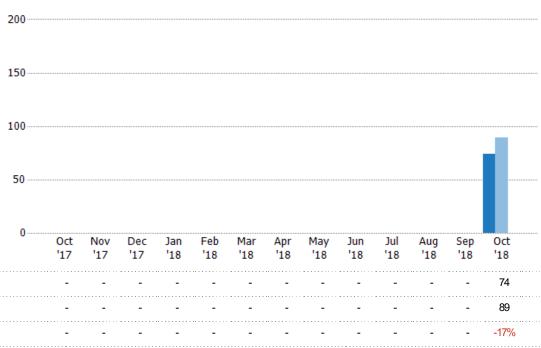
Percent Change from Prior Year

#### **Active Listings**

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



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



#### **Active Listing Volume**

Percent Change from Prior Year

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

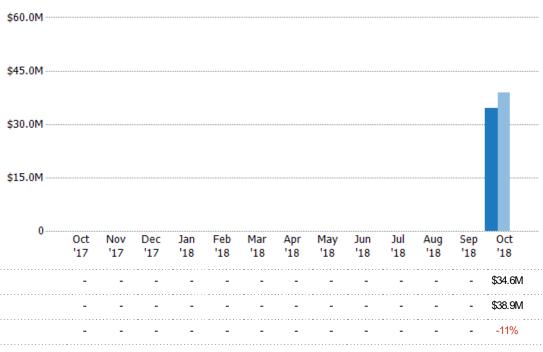
Filters Used

Current Year

Prior Year

ZIP: Burlington, VT 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





### **Average Listing Price**

The average 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

\$5UUK	
\$375K	
\$250K	

\$125K -----

0													
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	
 -	-	-	-	-	-	-	-	-	-	-	-	\$467K	
 -	-	-	-	-	-	-	-	-	-	-	-	\$437K	
 -	-	-	-	-	-	-	-	-	-	-	-	7%	

### **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 ... 0ct Νον Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct '18 '18 \$372K \$320K 16%



Current Year

Percent Change from Prior Year





### 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	\$500K ······												
ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single	\$375K												
Family Residence	\$250K												
	\$125K												
	0												
	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
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$376K
Avg Listing Price	-	-	-	-	_	-	-	-	-	-	-	-	\$467K
Avg Listing Price as a % of Avg Est Value	-	-		-	-	-		- -	-	- -	-	-	124%

### 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.

\$400K

Filters Used

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

\$300	Κ				 		 		 
\$200	Κ				 	 	 		 
\$100	Κ				 	 	 		 
	0 Oct '17	Nov	Dec '17	Jan				Aug '18	

	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$327K
Median Listing Price	-	-	_	-	-	_	-	-	-	-	-	-	\$372K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	114%



91

14%



## 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.

200 Filters Used ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, 150 VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence 100 50 0 0ct Nov Dec Feb Mar Apr May Jul Aug Sep 0ct '17 '18 '18 '18 '18 '18 '17 '17 '18 '18 '18 '18 '18 Current Year 104

### Months of Inventory

Percent Change from Prior Year

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

Fil	ltare	П	haal

Prior Year

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

8.00
6.00
4.00
2.00

	0												
	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	-	-	-	-	-	-	-	-	-	-	-	-	3.22
Prior Year	-						-	-	-	-	-	-	3.18
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	1%





20%

#### **Absorption Rate**

The percentage of inventory sold per month.

	ltom.	
$\Box$	11015	Used

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

0%	
0%	

10%

0												
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
-	-	-	-	-	_	-	-	-	-	-	-	
-	-	-	-	-	-		-					
-	-	-	-	-	-	-	-	-	-	-	-	0%

### Active/Pending/Sold Units

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

20

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	

0ct Nov Dec Jan Feb Mar May Jun Jul Aug Sep 0ct Apr '17 '18 74 38 12



Active

Sold

Pending



#### **New Pending Sales**

Family Residence

Current Year

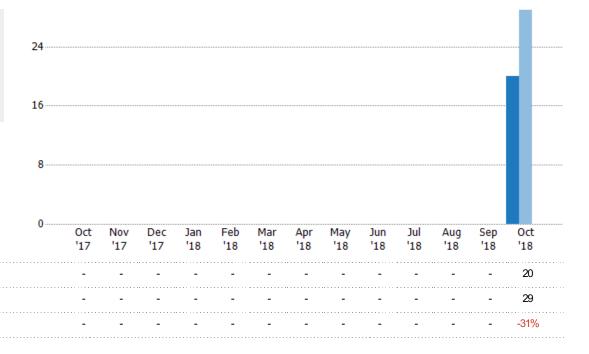
Prior Year

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

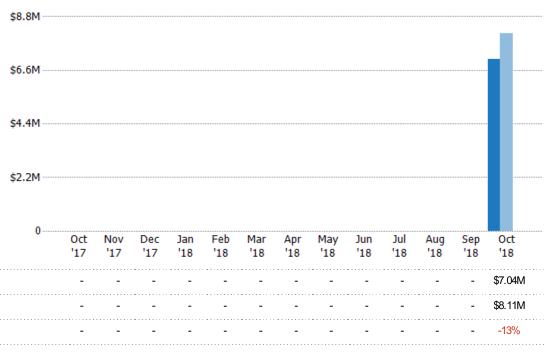


### New Pending Sales Volume

Percent Change from Prior Year

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

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



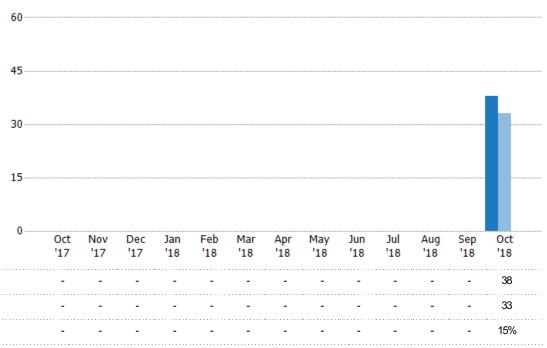
Current Year

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

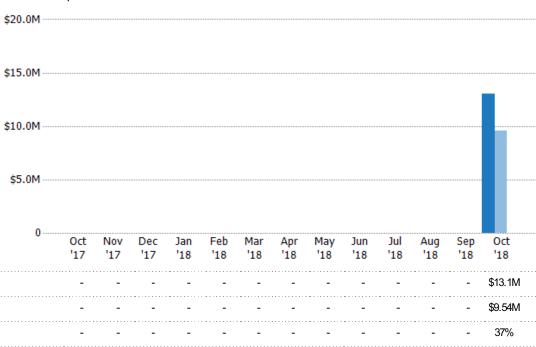
Percent Change from Prior Year

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.

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

#### **Closed Sales**

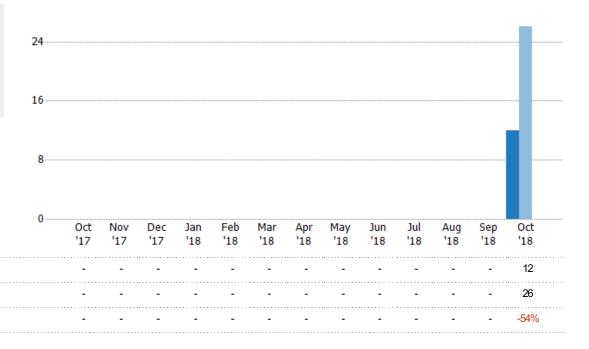
The total number of residential properties sold each month.

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



#### **Closed Sales Volume**

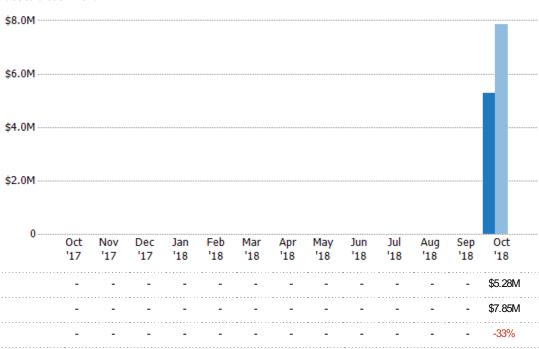
Percent Change from Prior Year

The sum of the sales price of residential 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



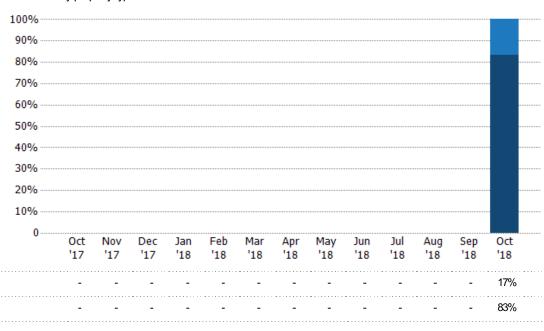


#### Closed Sales by Property Type

The percentage of 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.

Filters Used

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

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

\$125K

	0ct '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%	







\$400K

\$100K

#### **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

\$300K	
\$200K	

0												
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
 -	-	-	-	-	-	-	-	-	-	-	-	\$347K
 -	-	-	-	-	-	-	-	-	-	-	-	\$268K
 -	-	-	-	-	-	-	-	-	-	-	-	30%

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

Percent Change from Prior Year

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

	0 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
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$456K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$440K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	96%





# 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	\$400K ···
ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449	\$300K
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K ···
	\$100K

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

	0													
	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 List Price	-	-	-	_	-	-	-	-	-	-	-	-	\$346K	
Median Sales Price	=	-	-	-	-	-	-	-	-	-	-	-	\$347K	
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	100%	

### 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.

\$125K

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

Family Residence

500K	
375K	
250K	

	0												
	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
Avg Est Value	-	-	-	-	-	- -	-	-	-	-	-	-	\$439k
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$456k
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	104%



\$346K

125%



# 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

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

0 Oct	Nov	Dec	Feb '18		May '18		Sep '18	
100K			 	 		 	 	
200K			 	 			 	
300K								



