

# Summary of Key Listing and Sales Metrics

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

+/-	YTD 2017	YTD 2018	+/-	Sep 2017	Sep 2018	Key Metrics
						Listing Activity Charts Metrics
-20.6%	34	27	-20.6%	34	27	New Listing Count
-19.6%	\$12,836,100	\$10,318,900	-19.6%	\$12,836,100	\$10,318,900	New Listing Volume
	NA	N⁄A	-9%	67	61	Active Listing Count
	NA	N⁄A	+3.5%	\$25,756,500	\$26,668,555	Active Listing Volume
+13.7%	\$384,425	\$437,189	+13.7%	\$384,425	\$437,189	Average Listing Price
-3.3%	\$330,000	\$319,000	-3.3%	\$330,000	\$319,000	Median Listing Price
-7%	71	66	-7%	71	66	Median Daysin RPR
-26.5%	3.2	2.3	-	_	-	Months of Inventory
+11.3%	31.34%	42.62%	+	_	-	Absorption Rate
						Sales Activity Charts Metrics
-17.6%	34	28	-17.6%	34	28	New Pending Sales Count
-22.4%	\$13,563,000	\$10,519,600	-22.4%	\$13,563,000	\$10,519,600	New Pending Sales Volume
	N⁄A	N⁄A	+5.4%	37	39	Pending Sales Count
	N⁄A	N⁄A	+3.2%	\$14,454,700	\$14,910,900	Pending Sales Volume
-26.9%	26	19	-26.9%	26	19	Closed Sales Count
-22.1%	\$8,787,200	\$6,848,895	-22.1%	\$8,787,200	\$6,848,895	Closed Sales Volume
+6.7%	\$337,969	\$360,468	+6.7%	\$337,969	\$360,468	Average Sales Price
+22.9%	\$253,000	\$311,000	+22.9%	\$253,000	\$311,000	Median Sales Price





Burlington

#### New Listings

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

	40													
Filters Used														
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408	30													
Property Type: Condo/Townhouse/Apt, Single	20													
Family Residence	20													
	10													
	0								-				_	
		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
														27
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	34
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-21%

#### New Listing Volume

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

Filters Used	\$20.0M													
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type:	\$15.0M													
Condo/Townhouæ/Apt, Single Family Residence	\$10.0M													
	\$5.0M													
	0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$10.3M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$12.8M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-20%



Burlington

#### Active Listings

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

	88												,		
Filters Used															
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408	66														
Property Type: Condo/Townhouse/Apt, Single Family Residence	44														
r anny readence															
	22														
	0														
	0	Sep '17	0ct '17	Nov '17	Dec '17	Jan	Feb	Mar	Apr '18	May	Jun	Jul	Aug	Sep	
		.17	.17	.17	.17	'18	'18	'18	18	'18	'18	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	61	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	67	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-9%	• • •

#### Active Listing Volume

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

Filters Used														
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408	\$24.0M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$16.0M													
	\$8.0M ······													
	0	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
		'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$26.7M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$25.8M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	4%

仓



#### **Average Listing Price**

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

	\$500K												
Filters Used ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type:	\$375K												
Condo/Townhouse/Apt, Single Family Residence	\$250K												
	\$125K												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year		-	-	-		-	-	-	-	-	-		\$437K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$384K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	14%
	-	-	-	-	-	-	-	-	-	-	-	-	•

#### Median Listing Price

The median listing price of active residential 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	\$300K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	•												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$319K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$330K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-3%





## 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.

	\$500K ······												
Filters Used													
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408	\$375K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$250K												
	\$125K												
	0												
	Son	0.04	Nov	Dec	120	Eab	Mar	Apr	May	lun	Jul	Δυσ	Son
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
													'18
Avg Est Value													
Avg Est Value Avg Listing Price													'18
													'18 \$404K

#### 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 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	<u> </u>	••	-	•	- 1	••						_
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$325K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$319K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	98%





#### 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.

	80												
Filters Used													
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408	60												
Property Type: Condo/Townhouse/Apt, Single Family Residence	40												
	20												
	0	~ .		_		- 1			••	•			
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	66
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	71
Percent Change from Prior Year	_	-	-	-	-	_	-	-	-	-	-	-	-7%

#### Months of Inventory

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

Filters Used	3.00												
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single	2.25												
Family Residence	1.50												
	0.75												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
	17	17	17	17	10	10	10	10	10	10	10	10	10
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	2.18
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	2.16
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	1%





#### Absorption Rate

The percentage of inventory sold per month.

	60%												
Filters Used													
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408	45%												
Property Type: Condo/Townhouse/Apt, Single Family Residence	30%												
	15%												
	0												
	Sep	Oct			Jan			Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	46%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	46%
Change from Prior Year	-	-	-	-	_	-	-	-	-	-	-	-	0%

## Active/Pending/Sold Units

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

	70												
Filters Used													
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type:	53												
Condo/Townhouse/Apt, Single Family Residence	35												
	18												
	0 Sep	0ct	Nov	Dec	lan	Feb	Mar	۸nr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	Apr '18	'18	'18	'18	'18	'18
Active	-	-	-	-	-	-	-	-	-	-	-	-	61
Pending	-	-	-	-	-	-	-	-	-	-	-	-	39
Sold	-	-	-	-	-	-	-	-	-	-	-	-	19





#### New Pending Sales

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

Filters Used	40													
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single	30													
Family Residence	20													
	10													
	0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18		Jun '18	Jul '18	Aug '18	Sep '18
						10	10	10	10	10	10	10	10	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	28
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	34
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-18%

### New Pending Sales Volume

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

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-22%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$13.6M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$10.5M
	0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
	\$5.0M													
Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$10.0M													
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406,	\$15.0M													
Filters Used	\$20.0M ······													





## Pending Sales

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

Filters Used	48														
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence	36														-
Family Residence															
	12														
	0	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	
		'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	39	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	37	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5%	

## Pending Sales Volume

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

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	3%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$14.5M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$14.9M
	\$5.0M 0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M \$10.0M													
Filters Used ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT	\$20.0M													





Burlington

#### Closed Sales

The total number of residential properties sold each month.

Filters Used	40													
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type:	30													
Condo/Townhouse/Apt, Single Family Residence	20													
	10													
	0													
	-	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	19
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	26
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-27%

## **Closed Sales Volume**

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

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-22%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$8.79M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$6.85M
	0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
	\$5.0M													
Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$10.0M													
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406,	\$15.0M													
Filters Used	\$20.0M ······													





## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

	100%														
Filters Used	90%														
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT	80%														
05404, Burlington, VT 05406, Burlington, VT 05408	70%														
Property Type:	60%														
Condo/Townhouse/Apt, Single Family Residence	50%														
	40%														
	30%														
	20%														
	10%														
	0	Con	0.4	New	Doc	120	Fab	Mar	Apr	May	lue	1[	Aug	Con	
		Sep '17	0ct '17	17	Dec '17	'18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	
Conde/Taunhauna														32%	
Condo/Townhouse		-	-	-	-		-	-	-	-	-	-		3270	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	68%	

## Average Sales Price

The average sales price of the residential 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										
	Sep	0ct	Nov	Dec	Feb	Apr	May	Jun	Jul	Aug	Sep

	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	\$360K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$338K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%





#### Median Sales Price

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

Filters Used	\$400K ······												
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												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
	17	17	17	17	18	10	10	10	10	10	10	18	18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$311K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$253K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	23%

#### 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	\$400K												
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												
	φισοκ												
	0			_				_		_		_	
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Мау '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$366K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$360K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	99%





## 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 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 Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$313K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$311K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	99%

#### 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	\$400K												
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 Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$375K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$366K
Avg Sales Price as a % of Avg Est Value	_	-	-	-	-	-	-	-	-	-	-	-	97%





## 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												
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$322K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$313K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	97%

