# 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	Sep 2018	Sep 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	30	37	-18.9%	30	37	-18.9%
New Listing Volume	\$10,633,000	\$11,057,600	-3.8%	\$10,633,000	\$11,057,600	-3.8%
Active Listing Count	81	97	-16.5%	NA	N/A	
Active Listing Volume	\$37,301,930	\$42,085,831	-11.4%	NA	N/A	
Average Listing Price	\$460,518	\$433,875	+6.1%	\$460,518	\$433,875	+6.1%
Median Listing Price	\$335,000	\$319,900	+4.7%	\$335,000	\$319,900	+4.7%
Median Daysin RPR	73	94	-22.3%	73	94	-22.3%
Months of Inventory	_	_	-	2.9	3.3	-13.5%
Absorption Rate	_	_	+-	34.57%	29.9%	+4.7%
Sales Activity Charts Metrics			1			
New Pending Sales Count	25	30	-16.7%	25	30	-16.7%
New Pending Sales Volume	\$9,561,599	\$9,837,000	-2.8%	\$9,561,599	\$9,837,000	-2.8%
Pending Sales Count	30	33	-9.1%	N/A	N/A	
Pending Sales Volume	\$11,630,299	\$10,240,300	+13.6%	N/A	N/A	
Closed Sales Count	23	28	-17.9%	23	28	-17.9%
Closed Sales Volume	\$8,152,587	\$10,586,460	-23%	\$8,152,587	\$10,586,460	-23%
Average Sales Price	\$354,460	\$378,088	-6.2%	\$354,460	\$378,088	-6.2%
Median Sales Price	\$359,900	\$312,325	+15.2%	\$359,900	\$312,325	+15.2%





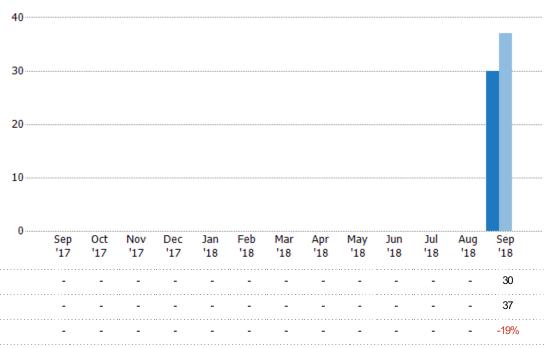
#### **New Listings**

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



### 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

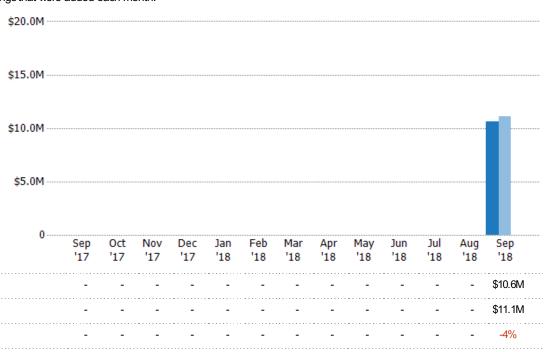
Prior Year

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



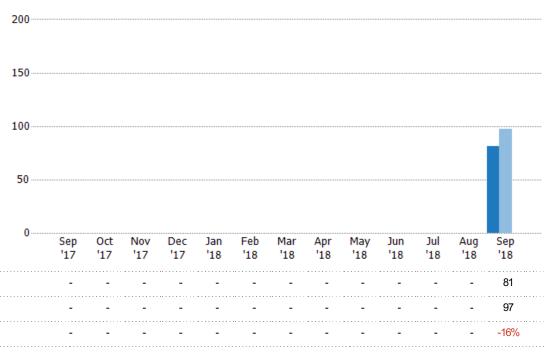




#### **Active Listings**

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





### **Active Listing Volume**

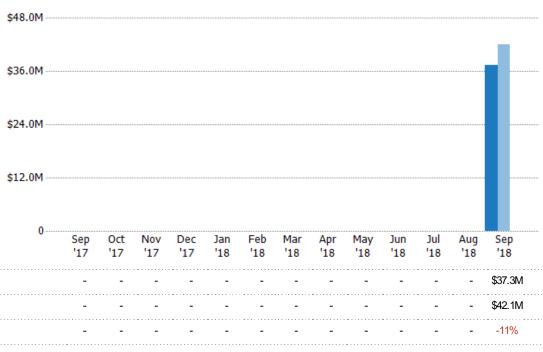
Percent Change from Prior Year

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

Prior Year

10/31/2018

3 of 14



### **Average Listing Price**

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

\$250K

Filters Used
ZIP: Burlington,

Family Residence

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

\$500K
\$375K

\$125K

0 Sep '17	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May '18	Jun	Tol	Aug '18	Con
-	-	-	-	-	-	-	-	-	-	-	-	\$461K
_	-	-	-	-	-	-	-	-	-	-	-	\$434K
-	-	-	-	-	-	-	-	-	-	-	-	6%

### **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	
PZOOK	

0 -Sep 0ct Νον Dec Jan Feb Mar May Jun Jul Aug Sep Apr '18 Current Year \$335K \$320K Prior Year Percent Change from Prior Year





119%



## 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.

	\$500K												
ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type:	\$375K												
Condo/Townhouse/Apt, Single Family Residence	\$250K												
	\$125K												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18		Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$388k
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$461K

### 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

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

Avg Listing Price as a % of Avg Est Value

0K												
0K												
		Nov	Dec		Feb	Mar				Jul		
Sep	0ct	Nov		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug '18	Se
Sep	0ct	Nov	Dec	Jan '18	Feb '18	Mar '18	Apr '18	May	Jun '18	Jul '18	Aug '18	Se '1
Sep	0ct	Nov	Dec	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Se '1



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





#### 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.

	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
	Sep			Dec					May			Aug	Sep
	0												
	25												
Condo/Townhouse/Apt, Single Family Residence	50												
ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type:	75												
Filters Used	100												

### Months of Inventory

Percent Change from Prior Year

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

Filters Used	5.55
∠IP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449	3.75
Property Type: Condo/Townhouse/Apt, Single Family Residence	2.50

5.00	
3.75	
2.50	
1.25	

	0												
	Sep '17	Oct '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	-	-	-	-	-	-	-	-	-	-	-	-	2.31
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	2.69
Percent Change from Prior Year	-	-		_	-	-	-	-	- -	-	-	_	-14%





### **Absorption Rate**

The percentage of inventory sold per month.

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Family Residence

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

45%	

30%

15%

	0												
	Sep '17	Oct '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	-	-	_	-	_	-	-	-	-	-	-	-	43%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	37%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-6%

### Active/Pending/Sold Units

The number of residential properties that were Active, Pending and 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

90	
68	
45	
45	

23

Sep '17	0ct '17	Nov	Dec '17	Jan	Feb '18	Mar	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
 -	-	-	-	-	-	-	-	-	-	-	-	81
	-			-				-	-	-	-	30
 -	-	-	-	-	-	-	-	-	-	-	-	23



Active Pending

Sold



Current Year

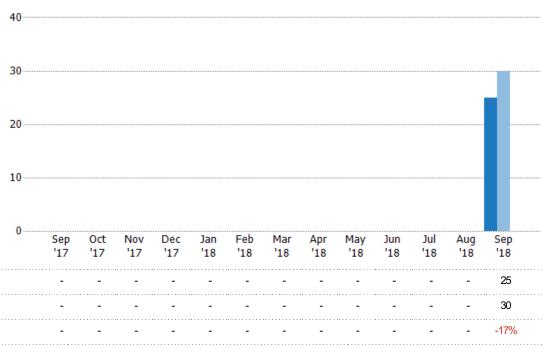
Prior Year

## Market Data Report

#### **New Pending Sales**

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



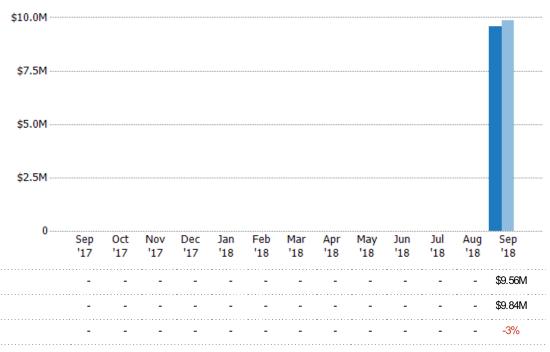


### New Pending Sales Volume

Percent Change from Prior Year

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

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



Current Year

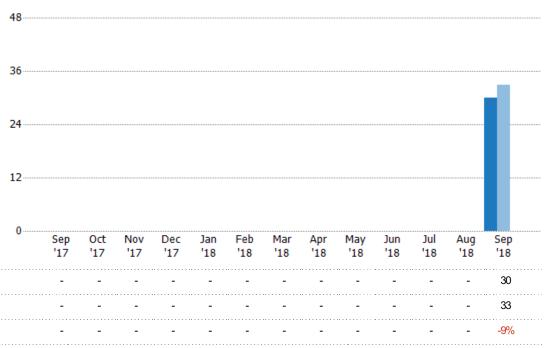
Percent Change from Prior Year

Prior Year

### **Pending Sales**

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





### Pending Sales Volume

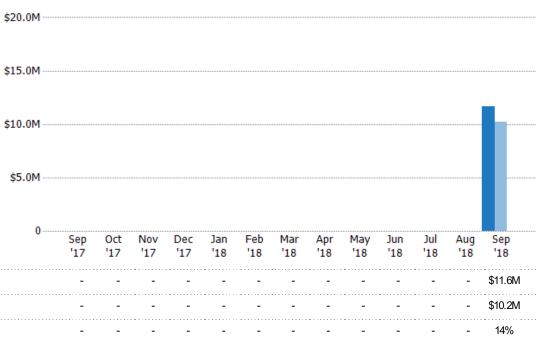
Percent Change from Prior Year

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

Prior Year

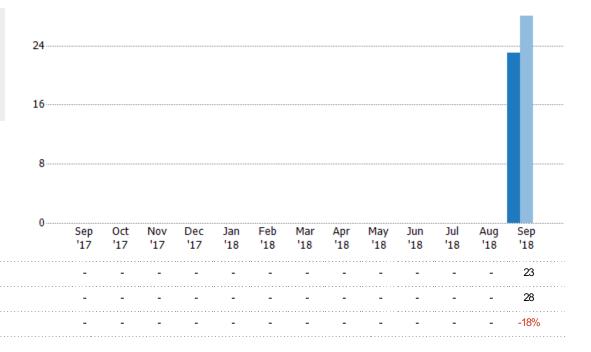


#### **Closed Sales**

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.

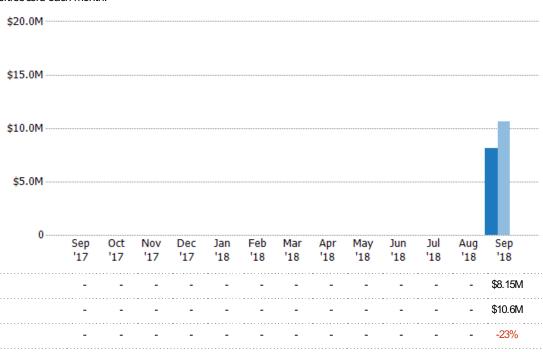
#### Filters Used

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

Prior Year



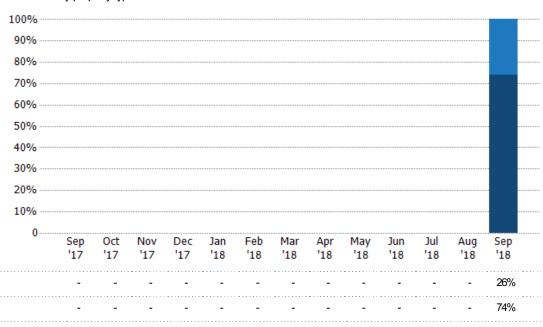


### Closed Sales by Property Type

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

Aug Sep 0ct Nov Dec Jan Feb Mar Apr May Jun Jul Sep '17 '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 Current Year \$354K Prior Year \$378K -6% Percent Change from Prior Year







\$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 ... Sep Feb May Sep '18 '17 '17 '18 '18 '18 '18 '17 '17 '18 '18 '18 '18 \$360K \$312K 15%

### Average Sales Price vs Average Listing Price

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

\$100K

Filters Used
ZIP: Burlington.

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

\$400K
420014
\$300K
\$200K

	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$357K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$354K
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. \$400K

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	
\$100K	

	0												
	Sep '17	Oct '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	_	-	-	-	-	-	-	-	-	-	-	-	\$368K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$360K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	98%

### 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

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												
	Sep '17	Oct '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	-	-	-	-	-	-	-	-	-	-	-	-	\$316K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$357K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	113%



116%



# 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

2006						
300K						
200K	 	 	 	 	 	 •••••
100K	 	 	 			 •••••
0	 	 	 	 	 	 
0		 	 	 	 	 
0	 	 	 	 	 	 



